

US allows EEC to move grain in Sudan

July 30 1985

THE TIMES

TUESDAY JULY 30 1985

23p

No 62,203

THE TIMES 1785-1985

Tomorrow

Metal jam Libby Purves on one woman's fight against diabetes

Leading role? Japan seeks its place in the world

Operatic art David Hockney paints for Glyndebourne

Up'n'down under Australian rugby league: first in a series

Portfolio

There was no winner yesterday of The Times Portfolio competition prize. Tomorrow's prize is therefore increased to £6,000.

Joseph tells teachers 'no more pay'

Dog fight case

Critical bishops

Nuclear offers

Head resigns

Store deal

Madrid murder

Wolves play on

Agnew's best

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Group Captain P. S. Turner

Government report on skills shortage

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Tough powers in Bill to tackle drugs traffickers

By Richard Evans, Lobby Reporter

The Government's crackdown on drug trafficking is expected to result in an unprecedented package of draconian legislative measures this autumn...



Is this a picture of the Soviet dissident Andrei Sakharov? A scene from the film appearing to show Dr Sakharov in full control mentally and physically.

Bradford jury gives misadventure verdict

From Peter Davenport, Bradford

After six hours of deliberation, the jury at the Bradford football fire inquest yesterday returned verdicts of misadventure on all 56 victims of the tragedy.

Film claims Sakharov is fit and well

Bonn (Reuters) - The West German newspaper Bild said yesterday that it had obtained a recent film of the internally-exiled Soviet dissident, Dr Andrei Sakharov, leaving a clinic in Gorky and being reunited with his wife, Velena Bonner.

The paper said the 10-minute colour film showed the Nobel Peace Prize laureate, aged 64, in good health and full control of his physical and mental faculties.

Reprisal threats by Botha on sanctions

From Michael Hornsby, Johannesburg

President P. W. Botha of South Africa yesterday rejected worldwide criticism of his government. He threatened reprisals against neighbouring black-ruled states if the United Nations persisted with economic sanctions against South Africa.

BBC to rule on IRA interview

By David Hewson, Arts Correspondent

The BBC's board of governors have been summoned to an unscheduled meeting this morning to decide the fate of the television programme which includes an interview with Mr Martin McGuinness, who is widely thought to be the Provisional IRA's chief of staff.

Full cost of pit strike near £6bn, says NCB

By David Young, Energy Correspondent

The National Coal Board yesterday confirmed that the year-long miners' strike cost the industry £1.75 billion, the average miner £10,000 and ended with the programme of pit closures and manning cuts largely intact.

Does Your Memory Fail You?

A WORLD-FAMOUS memory expert, who has trained industrialists, trades unionists, businessmen, professional men, salesmen, housewives and students to improve their memories, said recently: "Many people are embarrassed by a poor memory, and find difficulty in concentrating; whilst others realise that they lose business, academic and social opportunities not only because they cannot remember accurately everything they see, hear or read, but also because they cannot think or express their thoughts, clearly, logically and concisely. Some seek advice, but many do not, mainly because they believe their memories cannot be improved."

Top pay awards badly expressed, says Gowrie

By Philip Webster, Political Reporter

A Cabinet minister admitted last night that the Government's presentation of the top salary awards could have been better.

Hamlyn takes over Heinemann for £100m

By Robin Young

The boards of Mr Paul Hamlyn's Octopus Publishing and Sir Owen Green's holding company, BTR, yesterday announced that they had agreed terms for the biggest merger in the history of British publishing.

General heads new Uganda ruling council

Lieutenant-General Tito Okello, commander of the Uganda armed forces and a fellow Acholi tribesman of the coup leader, Brigadier Basilio Olara Okello, was yesterday sworn in as head of a military council in Kampala which is to rule the country (Charles Harrison writes from Nairobi).

Advertisement for a memory improvement book titled 'Does Your Memory Fail You?'. It includes a list of features like 'How to remember names and faces!', 'How to remember facts and figures!', and 'How to learn faster!'. It also mentions 'Free' and 'New Technique'.



The boards of Mr Paul Hamlyn's Octopus Publishing and Sir Owen Green's holding company, BTR, yesterday announced that they had agreed terms for the biggest merger in the history of British publishing. The BTR subsidiary, the Heinemann Group, is to become part of Octopus in return for 35 per cent of Octopus's enlarged equity. The deal values Heinemann at £100 million, and when approved by shareholders will establish Octopus as Britain's biggest publisher with a market capitalization of £300 million, and total sales worth £150 million a year. Mr Hamlyn founded Octopus, with a capital of £10,000, 15 years ago while he was joint managing director of Mr Rupert Murdoch's News International. He had sold his previous company, bearing his own name, to IPC for £2,275,000 15 years after setting it up on £250. He has had ambitions for the present deal for years. He first approached Thomas Tilling, Heinemann's previous owners, four and a half years ago, and he renewed the advance 18 months ago when BTR acquired Heinemann as part of its takeover of Tilling. Mr Hamlyn sees Heinemann as ideally complementary to his own publishing operations. Founded in 1890, the imprint has an impressive literary backlist, including D H Lawrence, John Steinbeck, Somerset Maugham, J B Priestley, Paul Scott and Gore Vidal. Its present authors include best-sellers such as Catherine Cookson, Wilbur Smith and Robert Lacey. The Heinemann Group, through Heinemann Educational Books and the primary school publishing house of Ginn, is Britain's biggest publisher of books for primary and secondary schools, and owns a third of the paperback publishers, Pan, the other owners are Collins and Macmillan. It also includes Secker and Warburg, who publish Tom Sharpe, David Lodge and Malcolm Bradbury. Last year Heinemann made a pre-tax profit of £7 million on sales of £40 million. Octopus has specialized in publishing colour picture and children's books internationally and through supermarkets in Britain and the United States. Under the terms of the merger Mr Hamlyn is guaranteed a voting majority of Octopus's share capital under almost all circumstances. BTR has agreed to restrictions on its sales of Octopus shares, and Mr Hamlyn has pre-emption rights to them. Hamlyn profile, page 2 Kenneth Fieet, page 15

Table with 2 columns: Category and Page Number. Includes Home News, Overseas, Sports, Arts, Business, Chess, Church, Court, Crosswords, Diary, Events, Exam results, Law Report, Letters, Night Sky, Obituary, Parliament, Science, Sport, TV & Radio, Theatres, Weather, and Wills.

Joseph told head teachers could collapse under strain of dispute

Head teachers are now under the most intolerable strain... By Lucy Hodges, Education Correspondent

'Hooligans' to combat football violence

Information exchanges between police forces after every league football match... Mr James Anderton, Chief Constable of Greater Manchester



Mr James Anderton, Chief Constable of Greater Manchester, announcing measures against football violence yesterday

Two clubs disciplined by FA over soccer riot

By Craig Seton The Football Association yesterday took the first step in response to government demands for tougher action against hooligans when its disciplinary committee recommended that Leeds United attempt to identify fans attending away matches.

Search starts for a successor to MacGregor

By Donald Macintyre, Labour Editor The Government has begun the search for a successor to Mr Ian MacGregor as chairman of the National Coal Board.

Army's new boots to be modified

The Army is still having trouble with its boots, and barely three years after a new boot was introduced changes are having to be made to remove defects in it.

Sinn Fein man shot in Belfast

From Tim Jones Belfast As the IRA yesterday claimed responsibility for a massive bomb which caused widespread damage in central Belfast, an agent for Sinn Fein, its political wing, was shot as he worked on a house in Lisburn, Co Down.

Barclays Bank Base Rate

Barclays Bank PLC and Barclays Bank Trust Company Limited announce that with effect from 29th July 1985 their Base Rate was decreased from 12% to 11 1/2%.

The Royal Bank of Scotland Base Rate

The Royal Bank of Scotland plc announces that with effect from close of business on 29 July 1985 its Base Rate for lending is being decreased from 12% per cent per annum to 11 1/2 per cent per annum.

Police chief denies violence 'blackout'

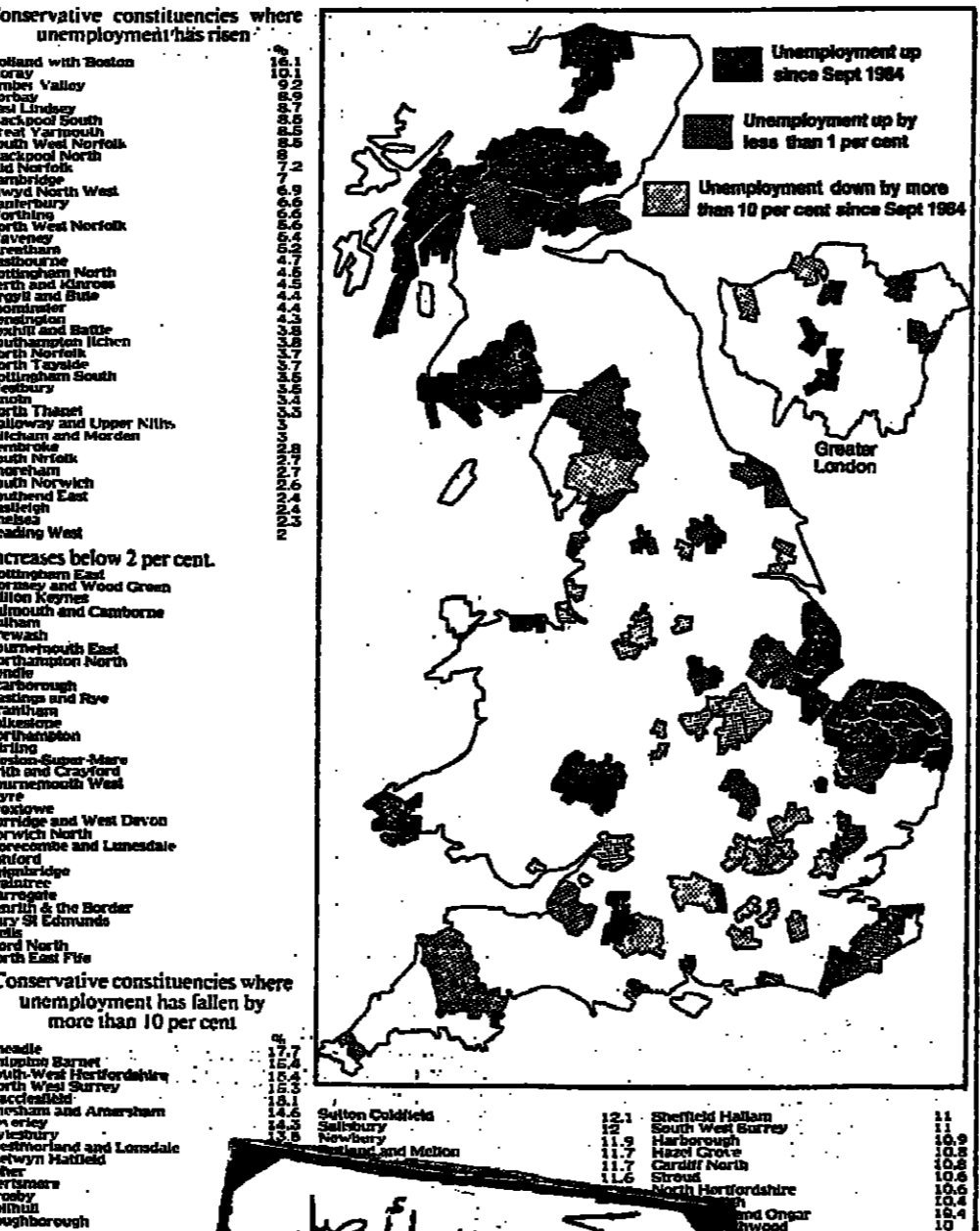
The Chief Constable of Merseyside denied yesterday that there was an official policy to suppress information of street violence in Toxteth, Liverpool.

Lords may fight park by-pass Bill

By Philip Webster, Political Reporter The Government's decision to route the Okehampton by pass through part of the Dartmoor National Park could lead to a constitutional clash between the Commons and Lords.

Unemployment analysis Jobless rise in 73 Tory seats

By Anthony Bevins Political Correspondent Unemployment has increased in 75 Conservative-held constituencies over the past nine months, in spite of a fall in the figures for Great Britain.



Refugee's publishing empire

By Robin Young Mr Paul Hamlyn, who yesterday announced his acquisition of the Heinemann Group, in the biggest British publishing merger to date, came to Britain as a German-Jewish refugee from Berlin in November 1933...

ment considering sectors of the industry for privatization by the end of the decade becomes more real. The open-cast operation could be the first sector on the market. Already being operated by the board by private contractors and using labour which is not in NUM membership, it reported profits of £214 million during the strike.

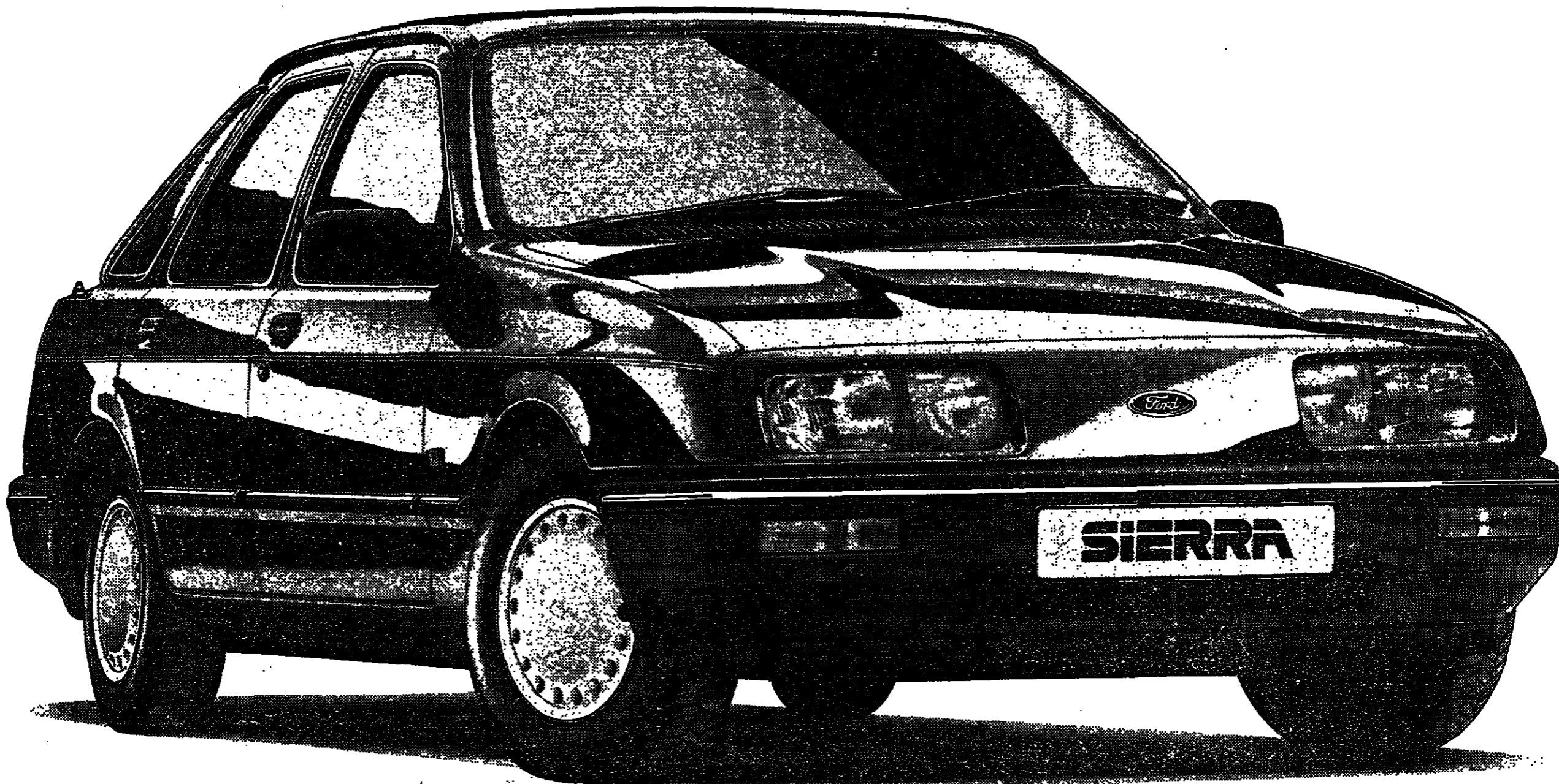
Grandmaster Miles wins

By Raymond Keene In the first round of the Grieson, Grant British Chess Championships at Murrayfield Curling Rink, Edinburgh, yesterday the leading pairings were grandmaster Tony Miles v Neil Bradbury; Gary Lane v grandmaster Jon Speelman; grandmaster Murray Chandler v John Pigott; and Neil Garr v former Commonwealth champion Ian Rogers of Australia.

Bank of Scotland Base Rate Bank of Scotland announces that, with effect from 30th July, 1985 its Base Rate will be decreased from 12.00% per annum to 11.50% per annum.

Vertical text on the far right edge of the page, including various notices and advertisements.

TWO GREAT DEALS TO CELEBRATE THE MILLIONTH SIERRA.



The Sierra 1.8L.

EITHER YOU CAN OPT FOR LOW COST FINANCE ON ANY SIERRA YOU LIKE.
OR YOU COULD HAVE A SIERRA 1.3 SALOON
FOR LESS THAN £30 PER WEEK. WHICHEVER SUITS YOU BEST.

When it comes to buying a car everyone has different financial priorities. So, to make it as easy as possible for you to have a Sierra, you can choose between two special finance deals. Here's how they work.

THE 4.9% FINANCE DEAL. If you buy a Sierra and it's registered before the end of August, you can take advantage of low cost finance with a 4.9% interest rate and a 3 year repayment period. That means both manageable payments and a low final cost.

You will need to put down a deposit of 20% but this may well come from the sale of your present car.

This offer applies to any Sierra you like - the efficient 1.3 or 1.6, the tax beating 1.8, the sporty fuel injected 2.0iS or even the exhilarating, high performance XR4i4. And both saloons and estates are included.

On the other hand you might prefer a different approach.

THE RED CARPET DEAL. With this deal you can drive away a brand new Sierra 1.3 Saloon for under £390. That leaves you money to spend on other things. After that, you pay just £129.76 each month (equivalent to £29.95 a week) by direct debit. It couldn't be more simple.



Typical example: Sierra 1.3 Saloon.	4.9% Finance Deal	Red Carpet Deal
Cash Price on the road	£5589.39	£5589.39
Initial Payment	1117.88 (20%)	389.28
Monthly Instalment (commencing 1 month after contract date)	142.47 (36 mths)	129.76 (35 mths)
Weekly Equivalent	32.88	29.95
Plus a Final Instalment (not payable if you return the car)	Nil	1802.18
Total Credit Price	6246.80	6733.06
(Includes Charges of	657.41	1143.67)
APR	9.5%	11.2%

Then, after 3 years you have a choice. Either you can keep the car by paying the special Final Instalment (you'll be told how much that is at the outset). Or you can return it - perhaps to pick up your next new car.

The figures quoted here apply to the Sierra 1.3 Saloon. But you can also get Red Carpet Deals on the 1.3L or the 1.6 Saloon and L, at extra cost.

Both 4.9% Finance and Red Carpet Deals are available at participating Ford dealers until Aug. 31st. So

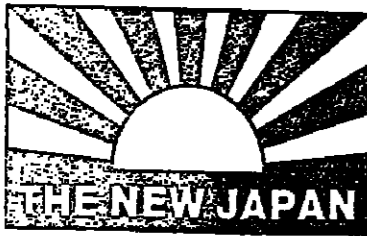
call in and get the full details soon. You'll get a great car into the bargain. How else could it have sold a million?

WE'RE EASY TO DEAL WITH.

The finance offers above are subject to credit approval and apply to Sierra vehicles registered between July 1st and August 31st in England, Scotland and Wales and which are subject to Conditional Sale Agreements or Red Carpet Plan Hire Purchase Agreements underwritten by Ford Motor Credit Company Limited, Regent House, 1 Hubert Road, Brentwood, Essex CM14 4QL. Applicants must be over 18 years of age and, in the case of Red Carpet Plan, must operate a current bank account from which payments will be made by direct debit. Written credit details may be obtained from any participating Ford dealer or by writing to Ford Motor Credit Company Limited, Regent House, 1 Hubert Road, Brentwood, Essex CM14 4QL. Please note: various factory fitted options are available for eligible vehicles at an extra cost. Figures and APR correct at time of going to press.

A country where women with first-class degrees end up making coffee in offices is a long way from female emancipation

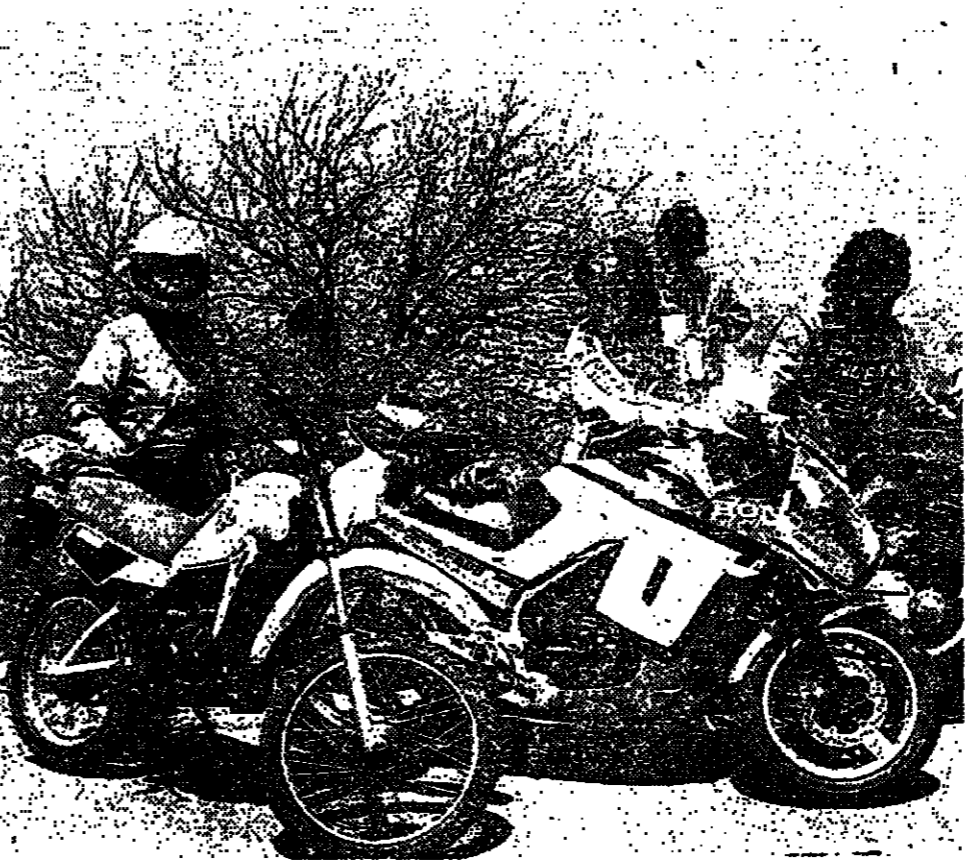
Slow progress from geisha to graduate



In the second of his three reports on contemporary attitudes, David Watts examines the position of women in Japanese society and finds a few encouraging signs



Japanese women to the fore: the traditional, restricting kimono may be worn for driving practice at the golf club, but not for riding motorbikes



after completing her masters' degree in the United States, and had to get in 15 minutes earlier than the men every morning to clean up the office and make tea. Her salary was the equivalent of less than £1 a day for translation and writing. "If someone wanted coffee, I had to make it. I became the most responsible person in the office. Gradually they recognized what I was doing and they stopped asking me to make coffee, after two years or so. That's the only way you can overcome something in Japanese society - you can't fight it." Her assignment as a correspondent in New York in 1980-82 disproved the notion that women

'Bias against women is written into the language'

are not suitable for such jobs. "I created a good image. So many women come to the newspaper now and quote my name. "It was a very difficult decision for me. I had to leave my husband behind in Tokyo for two years, but I was the first in history. I felt like dropping from the top of Mount Fuji, but my husband finally encouraged me to go". There is a widespread perception that women have unrealized potential but two factors inhibit them. First, a tight economic situation has meant there are fewer jobs for women; second, as young Japanese women become richer they are less willing to fight for a bigger role outside the home.

That is something for which western countries might be grateful. When Japan decides to unleash the full potential of its women its industries will become even more unassailable. As one American manager of a joint venture puts it: "If I had my way I'd fire my male staff and replace them with the Japanese secretaries".

TOMORROW

Japan's future: can its conformist society change?

The five worst infirmities that afflict the female are indocility, discontent, slander, jealousy and silliness. Without any doubt these five infirmities are found in seven or eight out of every ten women and it is from these that arises the inferiority of women to men. So wrote a Japanese sage 250 years ago in *Oina Daigaku, or Great Learning for Women*. Despite the end of feudalism and the removal of Japan's heavy-handed military government 40 years ago, the basic concept of the ideal woman remains remarkably similar. A recent religious tract admonished: "Women should demonstrate their naturally passive proclivities, they should understand and accept their husband's feelings compliantly, without question. They should respect and praise their husbands and obey them selflessly." Those with western notions of women's roles and aspirations despair at the daily image of Japanese women in the media. Late-night television would have European and American feminists reaching for rifles. But Japan has its own way of doing things in this as in everything else. Japanese women are not at the barricades, they are at the tennis club, happily demonstrating their freedom from the company mill that their husbands tread daily. Not for them the full-frontal confrontation.

They prefer to nibble away at the edges. But that does not mean that nothing is happening. The tennis club and the aerobics class have become the symbols of the more independent-minded married women, just as overseas travel on a large scale is the province of the single working girl. Things are changing faster than you might think, considering that the first women went into parliament only in 1946. Many women would probably prefer to overcome male prerogatives gradually, as the direct legislative approach is not necessarily productive. A new law on equality of the sexes in employment, while urging the most praiseworthy objectives, not only provides no penalties for non-compliance but actually removes some hard-won safeguards for women. In ancient times, Japan was a matriarchal society and nobles often married to advance themselves by moving into the household of an influential father-in-law. Women were the creators of much early Japanese literature and the world's

first novel, *The Tale of Genji*, was written by a woman. As Buddhism and Confucianism from China began to dominate, the role of women quickly became subordinate to men. Buddhism taught that women were inherently evil. That bias was written into the language. The Japanese character for a woman shows a dependent figure, the character for a lot of noise depicts three women together. When used as a modifier, the same character means there's mischief afoot. Japanese culture relegates women to a second-class position outside the home. Anyone who aspires to anything else has to show the determination not to be crushed by the fact that even family and friends will classify the career woman a misfit in a society which sets a supreme value on conformity. But many Japanese women are quite happy with the current state of affairs. They have no desire to emulate their western sisters as accessories at parties or partake of any other aspect of the business world. For some it is a recognition that no Japanese company is going to give them a worthwhile, life-long



Mrs Mitsuko Shimamura: first female foreign correspondent

husband who has sewn his wife's dresses for the past four years. Once a woman comes out of university her options are limited, even with a good degree. If she wants financial independence or a career the outlook is even worse. Most women have to be content with the classic route to marriage via an interlude as an "OL", short for office lady. There she can look forward to a few years of being a *shokuba no hana*, literally "office flower" till her petals begin to wilt or she finds a husband, often from within the company. Even the marriage age is circumscribed by unwritten, though immutable, conventions that are encapsulated in the Christmas cake syndrome: like a Christmas cake, a girl is marketable for marriage until the 25th - her 25th birthday. Every Boxing Day in Japan hundreds of Christmas cakes are thrown away as unsalable. The comparison is apt. The life of an office lady is far from challenging: two women with good degrees at a big Tokyo corporation committed suicide some years back over the mental work they were given.

Some women can break away from the norm. Mrs Mitsuko Shimamura dresses with the flair of a woman whose days are taken up by nothing more pressing than cocktail parties and fashion shows. "You don't have to renounce femininity to succeed", insists Mrs Shimamura, one of Japan's most successful women writers. "For most women in Japan the most important thing is behave as women are supposed to behave and put yourself in that box. For the average girl that's not so difficult. But that box was too small for me." By the age of 19 she knew she wasn't going to fit into any box. Her mother had already shown her the way with her medical career. Today, in her early forties, she is the equivalent of a deputy editor as part of a special writers' group at the *Asahi Shimbun*, one of Japan's largest daily newspapers. But even though she was the country's first woman foreign correspondent and has a string of books to her credit, she still feels she is not taken seriously by some of her male colleagues. She first worked for a magazine.



A measure of excellence

Fans at the Mexico City Olympics gasped when Bob Beamon long-jumped 29' 2 1/2" - 8.90 m. - surpassing the existing world record by an incredible 21 inches. Today, 17 years later, that jump remains a measure of excellence in athletics.

Seeking to better Beamon's mark this summer will be history's second longest jumper, Carl Lewis. In fact, many of the world's finest athletes will be vying for records and points in this summer's IAAF Mobil Grand Prix. A season of 16 international meets, the Grand Prix is sponsored by Mobil and organised by the International Amateur Athletic Federation.

Forthcoming Grand Prix competitions include the Bislett Games in Oslo on 27 July, the IAC Meeting in London on 2 August, and the Budapest Grand Prix in Budapest on 4 August.

Grand Prix points are awarded to athletes on the basis of their performances and times. World records gain extra points. At the conclusion of the season, Grand Prix awards will be made to the outstanding male and female athletes and to the outstanding performers in each event.

Mobil supports the Grand Prix because it believes in rewarding consistent achievement at the highest levels. After all, it's the truest measure of excellence.



How Whitehall plays the numbers game

"The average British woman is an awful shape", said the Government's chief statistician cheerfully, reaching for one of his favourite pieces of work. A national survey, of a thoroughness unmatched by any other country, revealed the average height of the British female to be 5ft 3 1/2 ins, while her weight is a substantial 9 stone 11 pounds. This survey is an example of the diversity of the job of the nation's chief number-cruncher, from which Sir John Boreham retires this week after seven years, to be replaced by Mr Jack Hibbert of the Department of Trade and Industry. Sir John is head of the Central Statistical Office, which produces the volumes of national accounts on which the decisions of economic policy are based. He is responsible for the collation and processing of the vast mass of official statistics collected throughout the web of Whitehall, on everything from what we grow in our greenhouses to the contents of our shopping-baskets.



Sir John Boreham: statistics are pointless unless they have a use to policy-makers

The Government employs 5,717 people in the statistics business, who cost £130 million a year. The biggest bill comes from the Department of Transport, though this will shrink as the men with clip-boards disappear off our street corners and traffic surveys are automated. This is about to happen at a capital cost of £3 million, saving £700,000 a year; just one example of the savings made possible by technology, which Sir John cites as one of the major achievements of his seven years. Between 1980 and 1983 alone, costs were cut by some 25 per cent.

1980 survey of heights and weights was a one-off investigation; the most established of the continuous regulars is the Family Expenditure Survey, from which such politically sensitive indicators as the Retail Price Index are constructed. For politicians, there is a constant temptation to manipulate statistics, particularly when they say something unwelcome. But on the whole, Sir John says, the politicians have behaved pretty well during his time as watchdog. "I have only written my letter of resignation once, and it never had to be posted."

An obvious temptation is for governments to hold on to awkward information until, say, a tricky by-election is over. For the regular mass of monthly statistics churned out by the government machine, this danger is avoided by publishing release dates well in advance, a practice introduced by Sir John's predecessor and doggedly adhered to.

The Germans have to pass a law every time they request information from their citizens; Sir John has simply to justify the cost. He feels the Government's statisticians have become more conscious of this during his time. Surveys are pricey - the General Household Survey, which supplies us with so much information about family behaviour, now costs £1,250,000 a year. Such surveys can be an expensive flop if the public refuses to co-operate. The British are famously reluctant to disclose information about their incomes, about which the Americans, for example, are quite ready to fill in forms. Sir John singled out the National Crime Survey as a more recent statistical product of lasting influence. "This really altered the way ordinary people think about the crime problem, by revealing the amount that went unrecorded, and the extent to which official police figures vary". What about that other underground area of unrecorded activity, the "black" economy of payments that

evade the taxman? Here Sir John sounded a mite defeatist: his national accounts provide some clues to the scale of the black economy, by revealing the difference between our total declared income and the rather larger total of our spending. Sir John professed himself "worried" about our figures on the state of the labour market.

'The end product is words, not figures'

For estimates of the number of jobs appearing, we rely heavily on the Labour Market Survey, which for such critical areas as self-employment is based on a rather small survey when the results of the full census of employment are finally published, the figures may be shown to be embarrassingly wrong. The treatment of race in statistics remains sensitive; Sir John regrets that it had to be "fudged" in the 1981 census.

but expresses some sympathy with the view of ethnic minorities that they are prepared to co-operate in the collection of figures provided they are given some idea of their purpose. This chimes with Sir John's view, suitably in line with the attitudes of the present Government, that the customer is king: collecting statistics is pointless unless they have a use to policy-makers that justifies their cost. Sir John's claims to have impressed upon his staff that their end product is not a row of figures but a sentence. "Statisticians find it awkward - even painful - to use words; but it is words that make statistics comprehensible to ordinary people." Words can be painful to the reader, too. Translate Sir John's statistics for the average British woman into words, and only two are possible: short and fat. The figures in the survey show an average man of 5ft 8 1/2 in and 11 stone 8 pounds. Now put that into words.

Sarah Hogg

'The 1991 census may well be the last'

The pedigree of official statistics runs back to the first proper census in 1801, though national accounts and population estimates both have earlier antecedents. But Sir John reckons the 1991 census may well be the last of the line: "Most other countries are coming to rely more on registers for such information." But in Britain, I argued, we do not have a national register or a system of identity cards. Sir John disagreed. "We do, in fact; but it's all rather ramshackle; we have a variety of registers for different purposes, like national insurance or driving, but the information is never brought together properly."

Between censuses, be they of population, employment or production, we rely on special surveys carried out by the Office of Population Censuses and Surveys - using samples of a size that casts opinion pollsters into the shade. The

CONCISE CROSSWORD (No 709)

ACROSS

- Clans (6)
- Rub lightly (4)
- ESP board (5)
- Rugby throw-in (4,3)
- Whitehall monument (8)
- Greek cheese (4)
- USA trilogy author (4,3,6)
- Inspired person (4)
- Fete (6)
- Fast train (7)
- Poison (5)
- Feel certain (4)
- Maquerade cloak (6)

DOWN

- Rule (5)
- Brassiere (3)
- Having aplomb (4,3)
- Eye blink (4)
- Handle (7)
- Rugby linesman (5,5)
- Organ transfer (10)
- Coiffure fastener (7)
- Female fox (5)
- Est cry (4)
- Male cat (3)

SOLUTION TO No 708

ACROSS: 1 Bumps 4 Parasol 8 Twice 9 Invoice 10 Heirloom 11 Wise 13 Proceedings 17 Mosh 18 Moccasin 21 Sparrow 22 Ulcer 23 Sulphur 24 Trove

DOWN: 1 Bitchy 2 Meiji 3 Sherlock 4 Prisoner of war 5 Rave 6 Sailing 7 Lieder 12 Viscount 14 Rattail 15 Amuses 16 Untrue 19 Secco 20 Arch

FASHION by Suzy Menkes

Embroidering a tale



Last Tuesday at 7pm, I watched 1,800 rose-pink paillettes and jet-black beads laid out on a bed of pure silk chiffon. The following day at 12 noon precisely, a slim sheath, shimmering with the paillettes was walking down the catwalk at Yves Saint Laurent's collection. It was all in a night's work for the 40 embroiderers who had spent the last month and a total of 40,000 hours on the Paris couture collections.

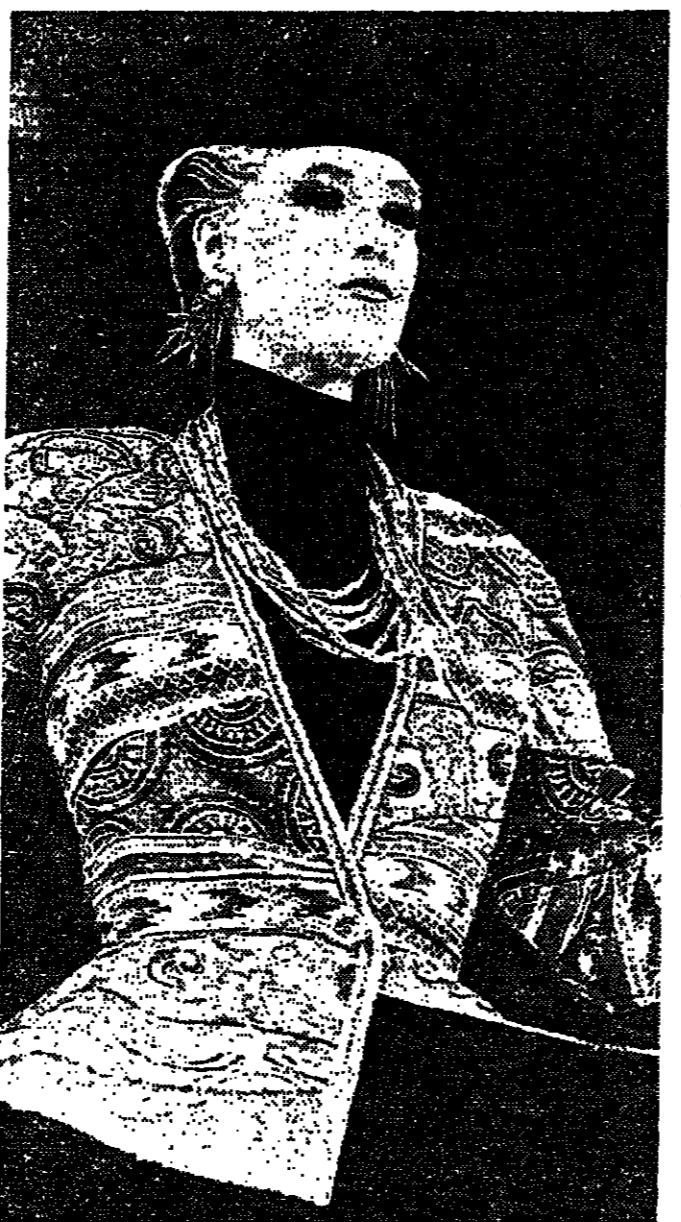
Baroque beaded embroideries, recalling the lavish costumes of the Italian Renaissance, stunned onlookers at the Paris shows. Waves of applause greeted Jean-Louis Scherrer's Mary Stuart velvets coruscated with jewels. Yves Saint Laurent showed black Chantilly lace, over rose-pink satin, with motifs of *belle époque* ribbons and bows re-embroidered in beads. Jean Patou's wild young designer Christian Lacroix made the ultimate rich hippie's caftan decorated with rivulets of sequins. And Karl Lagerfeld at Chanel wove a kelim rug pattern into a coat that used

190,000 paillettes, each and every one stitched on by hand. These extraordinary embroideries, works of art that are reviving an ancient couture craft, are not sewn in India as the audience expects. I traced the beads that decorate the most expensive coat in the world to the bottom of a Nescafé jar in Montmartre, where they were being bathed in dye in France's famous embroidery house: Lesage.

I asked the chief designer at Lesage if the couturiers' demands were sometimes just too difficult to be traced and stitched in beads. "Impossible", he replied, "is not a word we understand". Round the walls in this rambling empire of embroideries are pictures of some of Lesage's most impressive work: the Ming blue and white "Chinese porcelain" embroideries for Chanel and the three-dimensional Rococo ormolu that Karl Lagerfeld demanded for his dresses. In the storeroom, where a treasure-house of history, where a poison-green chiffon dress by Madame Vionnet, encrusted with gold embroidery, lies side by side with a Balmain creation from the 1950s that turned lampshade fringing into a beaded skirt. The precious Czechoslovakian bugle beads counted out in numbers and the paillettes poured out in grammes are noted on reference cards under each designer's name.



François Lesage and Vionnet sample



The exotic Paris embroideries.

Top left: Patou's rich hippie embroidered bolero and brocade trousers by Christian Lacroix.

Top right: Yves Saint Laurent's black chantilly lace sheath over rose-pink satin with jet embroidered bows.

Left: Chanel's waisted cardigan jacket, beads worked to the pattern of a kelim. By designer Karl Lagerfeld.

Above: Jean-Louis Scherrer's Mary Stuart jewel-encrusted dresses in velvet worn with Renaissance jewelled caps.

Far left: Balmain's circles of tapestry embroidery worked in beads on a simple white crêpe high-necked dress. Designer Erik Mortensen.

All the embroideries from the Paris house of Lesage.

Photographs by HARRY KERR

FASHION EDITOR'S COMMENT

Ten years ago, haute couture was pronounced dead by a respected body of fashion opinion. There was nothing left to do but give the old girl a decent burial under a mound of designer perfumes and accessories that seemed the last remains of a noble tradition. Now, while the Paris ready-to-wear shows often look empty and overblown, couture is back in fine form, attracting this season its largest-ever audience of press and even store buyers, who say fashion is now being set from the top, rather than from the street.

Last week I wrote about developments in England which could revive British couture, which is already attracting increasing numbers of clients for made-to-order clothes. At the same moment, came news from Italy that Armani, Versace, Krizia and Ferra are discussing moving into Alta Moda. If Italy's leading ready-to-wear designers move into couture, it would be a blow below the nappa leather belt for Paris fashion, which is just regaining its dominance over the upstart Italians. It would also suggest an end to the fashion reign of luxury sportswear and emphasize a new belief in an old art.

"Couture" - a much misused word in the fashion business - has a distinct meaning. It is nothing to do with making "up-market" or expensive ranges, which is how it is used to describe designer label clothes in the United States. Nor is it a generic term for a certain image of sophistication, which is how we tend to use it in Britain.

"Haute couture" clothes are cut and draped on the body, ready-to-wear clothes are cut from a flat pattern. That is the difference, and it is absolute when it comes to the fit and the movement of the clothes produced.

Fifty years ago, any woman with the money had her clothes made and tailored for her. The mass manufacturing industry



Last of the summer clothes are on the wild side. The hippie revival brings in the batik print for an ethnic overshirt (above) £16.95. The stretchy Fitness Centre swim suit (below) £11.95, has a raffia skirt £7.95 as a fun holiday cover-up. All from Fenwick of Bond Street. Photographs: MIKE OWEN

Hair and make-up by Asia.



Ready answers for relative strangers

Any morning now the phone will ring like a parade ground reveille, disturbing dreams and the hopes of a few hours more sleep. You stagger downstairs, lift the receiver, hear the pips... still time to put it down... too late. A cheerful, breakfast voice enquires: "Is that Denis Herbstein?"

FIRST PERSON

Denis Herbstein

"Yah".

"Guess who?"

The summer invasion of Britain by South African tourists - my relatives, friends and olden days enemies among them - has begun.

I say: "It's seven o'clock in the morning".

"Denis, man, don't you recognize your old Auntie Millie?"

Auntie Millie (fourth cousin, several times removed) and Uncle Sonny are at Heathrow Airport, just in from Johannesburg en route to New York to see son Ivan, the "successful gynaecologist" and deciding to stay in London for a few days at the Regent's Palace, take in *Starlight Express* and *Madame Butterfly*, sup at Bloom's and "have a good look at all the troubles you got over here".

I am top of the list of the not-forgotten ones (*los inolvidados*) to be contacted. There must be 100,000 of us living in Britain, and no matter that we have been lost for decades, changed our accent and nationality, yea our political allegiance, we remain ever open to inspection. They want to see how Denis is managing, actually cooking a meal and washing up, anxious to know whether any blacks or hippies live in our street. Word will be passed on back home.

We nibble the placatory offering of *Biltong* (dried meat smuggled past the British customs in one of Auntie Millie's toilet bags) and soon enough the talk moves edgily to South Africa itself and they have their answers ready. "... Yes, but what about Ethiopia, Libya, Nicaragua, Afghanistan, Northern Ireland, Arthur Scargill, Brixton, eh?"

We shake hands and, waiting for the mini-cab to restore them

TOMORROW

Fighting diabetes: one woman's battle against 'the beast'



Teresa McLean, diabetic diabote

Angela Gore



Two Sundresses

(A) FLOWERED cotton lawn on grounds of beige or black - easy elasticated neckline - raglan sleeves - wear loose or belted with self belt. Small 34-36 bust. Medium 38-40 bust. Large 42-44 bust. £29.50

(B) ORIENTAL printed cotton on navy ground - bordered hem - easy fitting - back hangs from elasticated band - wear loose or belted with self belt. Small 34-36 bust. Medium 38-40 bust. £28.00

Made in our Kent workrooms - delivery from stock or up to 28 days and refunded if unsuitable. Length from nape of neck to hem 45"

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Henbury Manor, Elham,
Canterbury, Kent - EN40 58P
Stamped on dress label for 'protection price'
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SALE
MORE DRASTIC REDUCTIONS FOR MEN & WOMEN
23-27 South Molton St., London W1.



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE July 29: The Duke of Edinburgh, Honorary Fellow of the Physical Education Association...

Queen Mother this afternoon opened the new Village Hall at Worstead, North Walsham, Norfolk.

Luncheon Royal Overseas League The High Commissioner for Malta and Mrs Cassar were entertained at luncheon yesterday at Overseas House...

The Duke of Edinburgh, Admiral of the Sea Cadet Corps, will review the Sea Cadet Corps Officers Fleet at Portland, Dorset on August 5.

Championships at Rotherfield Park, Hampshire on September 1. Princess Anne, Master of the Farmers' Company, will attend a reception of the Company of Freeman of the City of London...

West India Committee The West India Committee and Mr Michael Ashcroft were hosts at a dinner at Butchers Hall, last night, for the Prime Minister of Belize...

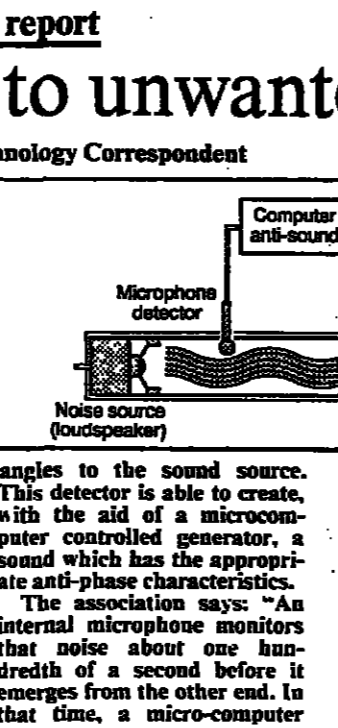
Forthcoming marriages Mr K. J. Arnold and Miss L. Walker. The engagement is announced between Keith, son of Mr and Mrs James Arnot, of Hampstead garden suburb, London, and Louise, younger daughter of Dr and Mrs Alan Walker, of Sandringham, Surrey.

Mr A. S. W. Leslie and Miss P. M. A. Aveling. The engagement is announced between Andrew, only son of Dr and Mrs D. W. L. Leslie, of Penzance, Cornwall, and Patricia, younger daughter of Mr and Mrs J. A. King, of Bournemouth, Hampshire.

Birthdays today Miss Teresa Cahill, 41; Sir Edmund Compton, 79; Mr Meredith Davies, 63; Miss Frances de la Tour, 41; Mr Justice Ewbank, 60; the Earl of Gloucester, 54; Professor Ian A. Gordon, 77; Lord Killanin, 71; Miss W. N. Knowles, 62; Lord McCarthy, 60; Professor L. W. Martin, 57; Professor Anthony McIlwain, 49; Mr Gerald Moore, 86; Mr Henry Moore, OM, CH, 87; Professor C. Northcote Parkinson, 76; Mr P. Plouficz, 51; Sir Richard R. Powell, 76; Mrs Anne Ridler, 73; Mr Justice Russell, 59; Sir Clive Sinclair, 45; Mr Stan Smeeth, 58; Mr Daley Thompson, 27.

Science report A sound approach to unwanted noise Unwanted sound, described scientifically as noise, can be eliminated by mixing it with sound of opposite phase.

cycles per second. Silence is the condition of constant pressure or when variations in the pressure take place at frequencies outside the audible range of the human ear.

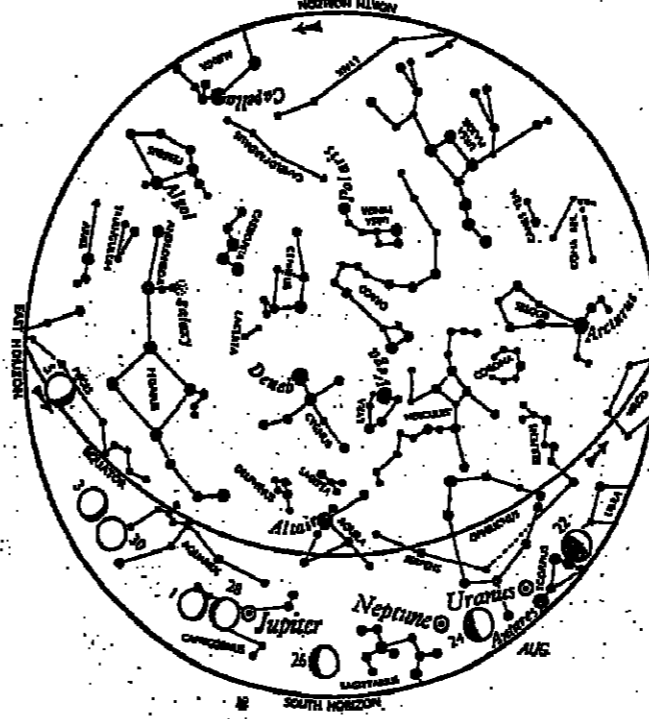


Standard Chartered Bank announces that on and after 29th July 1985 its Base Rate for lending is being decreased from 12.00% to 11.50% p.a. until further notice.

The night sky in August

By Our Astronomical Correspondent

Mercury will be at inferior conjunction on the 10th and greatest elongation (18°) on the 28th, when it will rise about an hour and a half before the sun but will not be very bright.



The diagram shows the brighter stars that will be above the horizon in the latitude of London at 23h (11pm) at the beginning, 22h (10pm) in the middle and 21h (9pm) at the end of the month.

Venus is a bright morning object rising about three hours before the Sun. It will pass through the constellation of Gemini, and will be rather to the south of Castor and Pollux on the 22nd and 23rd. Moon near it on the 13th.

The general appearance of the night sky is not very different from that of the spring months. The spring triangle is almost lost in the west, though still nominally above the horizon early after dark.

Church news

Appointments The Rev P. T. Allen, Vicar, Wimbledon Park, St Luke, diocese of Southwark; to be Priest-in-Charge, St. Andrew, Southwark, diocese of Southwark.

Peace Swords

The winners of the 1984 Wilkinson Swords of Peace are 40 Commando Royal Marines, 1st Battalion The Duke of Wellington's Regiment, and RAF Lyneham. The Swords of Peace are awarded annually by Wilkinson Sword Ltd to a unit of each of the three services...

Award for London architects

Arup Associates, the multi-professional architectural and engineering firm, of London, has won the second Robert Matthew Award given by the Commonwealth Association of Architects.

Inner Temple

The Right Honourable The Lord Bridge of Harwich, PC, has been elected Treasurer for 1986. His Honour Judge Hawser, QC, has been elected Clerk for 1986.

OBITUARY

GP CAPT P. S. TURNER

A key role in Malta's defence

P. B. Lucas writes: Group Captain Percival Stanley Turner, who died in Ottawa on July 23, aged 70, will be remembered among Canada's outstanding airmen of two world wars.

MRS LETTICE RAMSEY

A correspondent writes: With the death of Lettice Ramsey on July 12, Cambridge has lost a notable character. Born on August 2, 1898, the daughter of English parents, she spent her early days under a governess in County Sligo where her father had an oyster farm and her talented mother (trained at the Slade) painted.

HON EWEN MONTAGU

R. W. V. writes: May I, as a former judicial colleague of Ewen Montagu, add a few words to your obituary of July 20 on behalf of those who served during his Chairmanship of Middlesex Quarter Sessions at the Guildhall, Westminster.

Latest wills

Dr Leopold Pars, life fellow of Jesus College, Cambridge, who died in January, aged 89, left estate valued at £439,313 net, most of it to the college.

University examination results: Wales, Stirling

University examination results: Wales, Stirling. The following first class honours degrees have been awarded by the University of Wales: BA (Hons) in English and Welsh, BA (Hons) in History, BA (Hons) in Law, BA (Hons) in Mathematics, BA (Hons) in Natural Sciences, BA (Hons) in Social Sciences, BA (Hons) in Theology, BA (Hons) in Education, BA (Hons) in Music, BA (Hons) in Fine Arts, BA (Hons) in Architecture, BA (Hons) in Agriculture, BA (Hons) in Veterinary Medicine, BA (Hons) in Pharmacy, BA (Hons) in Dentistry, BA (Hons) in Nursing, BA (Hons) in Health Studies, BA (Hons) in Environmental Studies, BA (Hons) in International Studies, BA (Hons) in Business Administration, BA (Hons) in Economics, BA (Hons) in Political Science, BA (Hons) in Sociology, BA (Hons) in Anthropology, BA (Hons) in Archaeology, BA (Hons) in Geography, BA (Hons) in Planning, BA (Hons) in Urban Studies, BA (Hons) in Environmental Planning, BA (Hons) in Environmental Management, BA (Hons) in Environmental Policy, BA (Hons) in Environmental Law, BA (Hons) in Environmental Science, BA (Hons) in Environmental Engineering, BA (Hons) in Environmental Design, BA (Hons) in Environmental Architecture, BA (Hons) in Environmental Planning, BA (Hons) in Environmental Management, BA (Hons) in Environmental Policy, BA (Hons) in Environmental Law, BA (Hons) in Environmental Science, BA (Hons) in Environmental Engineering, BA (Hons) in Environmental Design, BA (Hons) in Environmental Architecture.

More results will be published tomorrow.

THE ARTS

Opera Searching for style

Teseo Covent Garden

The Royal Northern College pipped the English Bach Festival to the post by presenting in March Handel's eighth opera, Teseo...

Manchester sought to melt Handel's story of love and rivalry out of its hybrid mould of French tragédie lyrique and Italian opera seria...

The main difficulty, though, lay in the authentic, but problematic, casting of a work with no natural male voices...

Agileta, for instance, who has more and better arias than almost anyone else on stage, was something of a trial for Marilyn Hill Smith...

Sarah Walker pulled yet another witch-nasty out of her bag of tricks. Her entry as Medea really got things going...

Hilary Finch

Galleries Bringing out the voyeur in the viewer

Eric Fischl: Paintings ICA

Edward Allington: New Sculpture Riverside Studios

Edward Allington: Bronzes and Drawings Lisson

Nature Morte Edward Totah

Jonathan Gibbs: New Works Curwen

A friend of mine, whose English is fluent but not altogether idiomatic, persists in calling visitors to exhibitions and viewers of art "the voyeurs"...

There is a difference, though, between dutiful imitation and imaginative recreation, between presenting a style and creating a style...

Consider a few characteristic paintings. Say, Master Bedroom, where an almost naked girl in curlers embraces with extravagant affection a large black dog on the large bed...

The good news from Aix this year is that its main festival, the Théâtre de l'Archevêché, has been completely rebuilt, refurbished and expanded...

Aix-en-Provence Festival

Wasteful obsession with time

The bad news is that the excitement of it all seems to have gone somewhat to the head of the festival's director, Louis Orlo...

Time, indeed, is made the work's sole obsession, as it progresses slowly and inexorably to Figaro's wedding day...

Time, indeed, is made the work's sole obsession, as it progresses slowly and inexorably to Figaro's wedding day...

THEATRICAL EVENT OF 1985! "A BRILLIANT NEW MUSICAL" DAVID ESSEX FRANK FINLAY Mating! "RAVISHING VISUAL DISPLAY" "A SET OF STUNNING AND VERSATILE BRILLIANCE" WEDNESDAY AT 3.00 AND 8.00 PICCADILLY THEATRE



Idiomatic vigour: Diana Montague as Cherubino

The single idea so confused in its execution, the precious hours are laboriously filled with sycophant of ridiculously postured, mannered gesture...

Each member of the cast sang for his or her self; but it was good to hear Lella Cuberli, making her Aix debut as the Countess...

John Russell Taylor

From the portfolio of woodcuts we discover that Gibbs is also an accomplished representational draftsman when he wishes to be...

Although he has no desire to perform it with the modern strings of his Lyons orchestra, Gardiner would surely have been happier in the pit than in the audience...

Christa Ludwig was the deeply expressive soloist in the "Ulrich" movement, and the young Finnish soprano Karita Mattila, in her Prom debut...

Television The force of finality

After the Bomb (BBC 1) opened with a quotation: "Suddenly, at two minutes past eleven, I was looking out that way and there was a flash"...

Its purpose was to record the late reactions of two men who had witnessed the event: Leonard Cheshire had been despatched as an "observer"...

But the reminiscences of these two men, at least, has great clarity since they were possessed with the force which comes from the description of all last things...

Cheltenham Festival Sinfonietta/Litton Cheltenham Town Hall

Robin Holloway's great problem in the past, or so it has often been said, has been his eclecticism...

To solve the balance problem, much of the work is written in alternative fashion, the orchestra largely providing a sensitively-painted landscape before which the solo instrument, often entirely on its own, conveys the music's messages...

As for eclecticism the charge still holds true, but Holloway is

Promenade Concert ECYO/Abbado Albert Hall/Radio 3

Mahler had need of words to make explicit the declaration of faith comprised in his Second Symphony, the "Resurrection"...

He must rejoice to have such responsive young players able to encompass the extremes of Mahlerian tone-painting...

Once the first movement was past, the conductor treated the remaining four as a continuous sequence, hurrying the second movement towards more of a minuet character...

Christa Ludwig was the deeply expressive soloist in the "Ulrich" movement, and the young Finnish soprano Karita Mattila, in her Prom debut...

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own territory, and restated the fact that conventional bomb attacks had often been far more destructive. Sherring himself seemed to think that the atomic bomb represented "retribution on a cruel and treacherous people"...

Peter Ackroyd

Cheltenham Festival Fluent eclecticism

quite certain of his direction and his language is fluent enough, and indeed ultimately original enough, to negate any worries about lack of ingenuity in that department.

Here the opulence of the orchestral writing goes hand in hand with a terseness of expression to make, for instance, the tiny suspicion of unthinking ritualism in the first movement seem an irrelevance...

Where one does have reservations is in the finale, which attempts to combine the rhapsody and tension of the previous movement and resolve the conflict. Here the omnipresent allusions are strongest, but the brusque juxtapositions and changes of direction do sometimes seem contrived...

Received a more eloquent or committed performance than that of Osian Ellis, whose confidence and virtuosity were fully matched by the Bournemouth Sinfonietta under Andrew Litton...

Stephen Pettitt

MARTINE by Jean-Jacques Bernard translated by John Fowles

Next perf of a MASTERPIECE

Wendy Morgan is "wonderful" "Peter Hall's superbly acted, fine-tuned production"

"A beautiful play" Lyttelton: Tonight, Tomorrow, & Thur at 7.45. Then Aug 12, 13, 30, 31 (m&e).

NATIONAL THEATRE

Does Your Memory Fail You? Name, Address, Post Code

Could you do with this kind of money coming in regularly every month? What 13-25% p.a. gross earns you... Income Bonds. Now paying 13.25% p.a. Ring 0272 290871 - any time. We'll send you details. NATIONAL SAVINGS INCOME BONDS

THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Price, Change, Dividend, Yield, P/E. Lists various companies under categories like DRAPERY & STORES, BUILDING AND ROADS, ELECTRICALS, etc.

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, SUN. Shows dividend amounts for each day.

High Low Stocks table with columns: High, Low, Stock, Price, Change, Dividend, Yield, P/E.

BRITISH FUNDS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists various fund names and their performance.

FIVE TO FIFTEEN YEARS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists funds with 5-15 year track records.

OVER FIFTEEN YEARS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists funds with 15+ year track records.

INDEX-LINKED table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists index-linked investment options.

UNDATED table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists undated investment options.

BANKS DISCOUNT HP table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists bank discount and HP options.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

BUILDING AND ROADS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the building and roads sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

CHEMICALS, PLASTICS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the chemicals and plastics sector.

CINEMAS AND TV table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the cinemas and TV sector.

DRAPERY AND STORES table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the drapery and stores sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

ELECTRICALS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the electricals sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

FINANCE AND LAND table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the finance and land sector.

FOODS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the foods sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

HOTELS AND CATERERS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the hotels and caterers sector.

INDUSTRIALS A-D table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the industrials sector (A-D).

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

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INSURANCE table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the insurance sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

LEISURE table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the leisure sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

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Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

OIL table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the oil sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

OVERSEAS TRADERS table with columns: Name, Price, Change, Dividend, Yield, P/E. Lists companies in the overseas traders sector.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

Table with columns: 1985 High, Low, Company, Price, Change, Dividend, Yield, P/E. Lists companies under various categories.

STOCK EXCHANGE PRICES

Bright start to account

ACCOUNT DAYS: Dealings Began, July 29. Dealings End, Aug 9. Contango Day, Aug 12. Settlement Day, Aug 19. Forward bargains are permitted on two previous days.

THE TIMES Portfolio DAILY DIVIDEND £6,000 Claims required for +47 points Claimants should ring 0254-5372

Large table on the right side of the page containing various stock market data, including sections for OIL, OVERSEAS TRADERS, PAPER, PRINTING, ADVERT'G, PROPERTY, SHIPPING, SHOES AND LEATHER, TEXTILES, and TOBACCO.

Handwritten signature or mark at the bottom of the page.

FINANCE AND INDUSTRY Executive Editor Kenneth Fleet

Octopus adds tradition to flair for innovation

Paul Hamlyn, chairman and creator of Octopus Publishing Group, has both scandalized and amazed his peers in the publishing industry by demonstrating that books can be marketed like soap powder, and highly profitable soap powder at that.

Chancellor of the Exchequer, or they have decided that rates must fall much more before industrial confidence has been restored. Overseas traders have reached a similar conclusion, they piled into sterling yesterday in search of yet more capital profits.

Minority shareholders in Octopus might ponder what price Heinemann would have been without these apparently devaluing aspects of BTR's new shareholding.

Mixed blessings of rates rethink

A clutch of figures from yesterday's markets highlights the risks and rewards of the Government's new approach to interest rates, after the clearing banks had dutifully reduced their base rates by 1/2 point to 11 1/2 per cent.

Strategic metals up sharply

Prices of rare or strategic metals have risen quickly over the past fortnight in response to a tougher European policy on car exhaust emissions and the disorder in South Africa, which supplies many of the materials.

Court blocks Tonks bid victory claims

A High Court hearing in Newman Tonks's hotly-contested takeover battle for R. Cartwright Holdings resulted in both sides being restrained from claiming an unqualified victory yesterday.

Further base rate fall likely as banks make half-point cut

A further cut in base rates is likely in the next two weeks, after yesterday's half-point reduction to 11.5 per cent by the clearing banks. The pound held up well to the cut yesterday, which was widely expected after the Bank of England's reduction in its dealing rates on Friday.

Massive new borrowings by the US Treasury, coupled with the continued stalemate over deficit-reductions measures, could lead to higher rates in the weeks ahead, some Wall Street analysts said.

Japanese defend trade package

A hardening attitude on the part of Japanese officials was evident as the Japanese government's action programme to open market access and defuse trade friction was formally announced in Tokyo today.

Debenhams poised for Fraser link

Debenhams is about to announce a deal with House of Fraser which is likely to go well beyond cooperation on financial services and distribution and could be a merger of the two businesses.



Professor Roland Smith: merger possibility

Bank will not accept unions

Barclays Merchant Bank will not recognize trade unions in its new merchant banking and stockbroking company when it is launched in September, to the bank said yesterday.

Thorny praise for Sir Malcolm

A hymn of praise and yet a crown of thorns. Rarely is a more fulsome note struck by a modern chairman than Colin Barker's panegyric at the end of his statement with the National Enterprise Board report and accounts.

BaE contract in jeopardy

Saudi Arabia has decided to throw open to international competitive bidding a defence support contract which has earned £1.4 billion for British Aerospace since 1973.

Debt package

Johnson Matthey plc, the industrial company which was separated from Johnson Matthey Bankers after the latter's collapse, has reached agreement in principle with its bankers on a refinancing package.

More prices

The following are now included in the Stock Exchange prices list and will be published daily under Industrialists: Hanson Trust 5 3/4 per cent convertible preference and Isotron Ordinary.

Peru defies IMF on debt terms

Peru is to limit payments on its \$1.4 billion (\$9.8 billion) debt to 10 per cent of its export earnings - a bold move that western officials fear could set a dangerous precedent for other Latin American nations struggling to meet debt repayments.

UK venture for bank

Security Pacific, the Californian banking group, plans to underwrite life and certain types of general insurance in Britain. The group has applied to the US Federal Reserve Board for approval and expects to submit an application to the Department of Trade and Industry within the next two weeks.

Norton improves

Norton Opas, the printing and publishing business enlarged by the acquisition of Sir Joseph Causton, increased pre-tax profits from £1.3 million to £2.2 million in the year to March 31, on turnover up from £17.6 million to £40.7 million.

Tomkins boost

F H Tomkins, the fastener distributor, lifted profits from £2.37 million to £3.52 million before tax in the year to May 4. Turnover was up from £25.9 million to £35.8 million and the dividend is 2.25p (1.8p).

MARKET SUMMARY: STOCK MARKETS, MAIN PRICE CHANGES, CURRENCIES, INTEREST RATES

GENERALI Assicurazioni Generali. Established 1831 - Central Head Office in Trieste (Italy). 1984 Highlights from the Report of the Board of Directors. Table with financial data for 1984 and 1983.

WALL STREET

Table of stock prices for various companies including AMF Inc, Allied Corp, Amstar Corp, etc.

Shares in retreat

New York (Agencies) - Wall Street was in retreat yesterday morning with continued selling of interest-sensitive issues...

COMMODITIES

The gold market extended the early gains at the opening of US futures. The rise appeared to be linked mainly to technical influences...

FOREIGN EXCHANGES

The base rate had little effect on a pound encouraged by a sharply lower dollar yesterday. Active two-way trading on foreign exchanges saw the pound close below the best...

STERLING SPOT AND FORWARD RATES

Table showing Sterling spot and forward rates for various periods.

DOLLAR SPOT RATES

Table showing Dollar spot rates for various countries and currencies.

OTHER STERLING RATES

Table showing other Sterling rates for various currencies.

LONDON FINANCIAL FUTURES

Table of London financial futures including Three Month Sterling, Dec 85, Jun 86, etc.

MONEY MARKETS AND GOLD

The clearing banks bowed to last week's signals from the Bank of England, in the form of a cut in official intervention rates...

INVESTMENT TRUSTS

Table of investment trusts including High Low Company, Price, etc.

EURO-CURRENCY DEPOSITS

Table of Euro-currency deposits for various terms and currencies.

GOLD

Table of gold prices and related data.

ECGD

Table of ECGD (European Coal and Steel Community) related data.

THE TIMES UNIT TRUST INFORMATION SERVICE

Large table of unit trusts with columns for Name, Bid, Offer, Change, Yield, etc.

Handwritten signature or note at the bottom of the page.

STOCK MARKET REPORT

Allied-Lyons shares gain as Australians build 3.84% stake

By Derek Pain and Pam Spooner

Allied-Lyons, the food and drink group, gained 7p to 225p at one time yesterday after Wood, Mackenzie and Co., the broker, suggested that Elders, the ambitious Australian conglomerate, could now have as much as 3.84 per cent of the capital.

The Australian investment has cost about £50 million. Elders has been steadily building an Allied stake. It was Wood Mackenzie which disclosed this month that the Australian group, which owns the largest "Down Under" brewery, had acquired 2.44 per cent.

The growing Australian influence at the Double Diamond and Skol group is intriguing the City.

Allied owns nearly 25 per

of British Industry survey had not started to circulate.

The CBI quarterly survey is due today and there are market fears that it might show the recovery is faltering.

Even so, the FT 30-share index closed 8.3 points higher at 932.4. It was perilously near the 900-point mark at lunchtime on Friday. The more broadly-based FT SE share index finished 9.2 points better at 1,248.9.

Banks, with their profit season today, were little changed. National Westminster Bank launches the profit activity and the market expects interim profits of about £385 million (against £288 million).

Properties, building and stores were among those reaping the benefits of lower interest rates but international shares were often uncertain. Imperial Chemical Industries, reflecting continuing disappointment over last week's interim figures and sterling's strength, eased 7p to 662p, a 1985 low.

Oils were firm. Britoil edged ahead 2p to 208p. The Government is expected to announce today the underwriting and price for the sale of its 49 per cent shareholding. It is thought that the sale price will be around 185p, payable in two instalments.

Engineering stocks were firm. Guest Keen and Nettlefold advanced 2p to 210p following the sale of seven subsidiaries to F. H. Tompkins. Glywood, with interim figures due on Monday, moved ahead 9p to 190p. TI Group rose 2p to 337p on the Evered (up 7p to 255p) interest.

Garage shares got a boost from the BSG International bid for Adams and Gibbons which has just fought off an offer from Keep Trust. Adams shares jumped 54p to 290p.

Among hoteliers, Trusthouse Forte shares rose 3p to 127p when Laurie, Milbank, the broker, changed its mind about prospects there. Having met the

company last week, the City firm now regards THF as a "hold", rather than a "sell".

Food retailers and manufacturers were in the limelight as bank lending cost changes brought expectations of higher consumer spending. There were rises of several pence for the leading chains, with Argyl Group up 7p to 303p, Dec Corporation up 10p to 263p, J. Sainsbury up 4p to 320p and Tesco 10p better at 263p.

Fitch Lovell, the food processor and distributor, stood out in its sector, rising 7p to 203p. Wood Mackenzie is leading the buying on optimism about current and future trading.

At this price the stockbroker's forecasts suggest a yield of around 10 for 1985-86, falling to under 9 the following year. WM says recently initiated rationalization plans and a continuing acquisition programme are part of Fitch's strength.

The USM newcomers Yellowhammer and Lewmar received a quiet welcome, as market interest focussed on the main market. Yellowhammer, the advertising and marketing group which made a name for itself on work for Barclays Bank, British Telecom and anti-drug abuse campaigns, traded at 118p, 8p ahead of its placing price.

Lewmar, which designs and makes equipment for yachts, was priced at 108p. That is 2p below its placing price, and a disappointment for Phillips & Drew, the issuing broker.

Investors appear chary of the shares because of the company's high level of earnings from abroad - a disadvantage with Sterling showing such strength.

CAP Group, the computer software house which begins share dealings on the main list tomorrow, looks set for a useful premium over the offer for sale price of 120p. The price was pitched low because of the weak

tone of the stock market earlier this month, but institutional investors are expected to back the issue firmly.

Fine Arts Developments rose 1p to 80p when Phillips & Drew recommended the shares to its clients. The broker has recently taken a close look at the company.

Grattan, which like Fine Arts is benefitting from a buoyant mail order business, rose 8p to 274p, and Freemans, in the same trade edged 2p higher to 252p.

Debenhams shares put on 10p to 320p as market hopes grew of a bid to rival that of Burton Group. With House of Fraser apparently picking up stock continuously, market dealers could not help being optimistic of more action to come.

Mr Michael Kent, who used to run the M. P. Kent building group and last month made an unsuccessful tender offer for the USM-traded Exeter Building and Construction Group, has turned his attention to newspapers. His Kent Holdings has acquired 10 per cent of the Bristol Evening Post where Associated Newspapers and related interests have 29.9 per cent. BEP shares jumped 30p to 495p.

Burton shares gained 6p to 444p alongside the move in its target's price, and the generally upward trend for all retailers. Dunhill Holdings, now regarded as a luxury goods group, was 7p better at 315p and Ratners, the jeweller, kept up its good run with another 1p rise to 97p.

Sear Holdings prospered, despite recent worrying comment on the shoe trade, the shares rising 3p to 96½p. Woolworth Holdings, where market men have heard tales of expansion in the direction of Harris Queensway, continued to gain, up 13p to 453p on the back of a recommendation from analysts.

Arthur Bell and Sons shaded to 233p - only 8p above the Guinness cash alternative. Guinness was 1p lower at 243p.

Latest takeover whisper on the normally gossipy drinks pitch is Greene, King and Sons, the East Anglian group. The shares have been firm since rather unremarkable profits this month. The shares rose 4p to 180p.

Traded option highlights

Traded options business reflected the preoccupations of the main stock market. As interest rate hopes look like pushing market indices back towards best levels and putting some glitter back on gilts, there were only two options in which investors showed significant interest.

The stock market index contract registered 1,667 trades out of the day's total of 8,301, while the short-dated gilts option reached 962 contracts traded. That is a high total for the gilt, where each contract represents £50,000 worth of stock.

Leading equity options had a quiet time, and there were a few significant price changes

COMPANY NEWS

IN BRIEF

- **MERRYDOWN WINE:** The company has proposed a 1-for-8 capitalization. It has declared a final dividend of 3p making 6p (same) for the year to 31 March 31. With figures in 2000, group turnover was £8,809 (£8,154), profit attributable 704 (£602) after all charges including tax 559 (£335). Earnings per share were 24.13p (£21.11p - adjusted). The chairman says that 10 years after the reintroduction of vintage older he can report pretax profits up 34.8 per cent. The increase in turnover was, however, limited to 8 per cent.
- **SIEBE:** The Trade Secretary has decided not to refer the proposed acquisition by Siebe of Compair to the Monopolies and Mergers Commission. The acquisition has been completed for a consideration of £58 million.
- **NORCROS:** The chairman, the Kenneth Roberts, told shareholders last year that the company is the first three months of the current year - of which one month includes UBM figures - the combined results of the new Norcross compare positively with those for the same period last year. JBM is being accumulated into Norcross.
- **BEECHAM GROUP:** Beecham Pharmaceuticals has received official notification of the reimbursement price for Augmentin under the Japanese national health insurance system. The way is now clear for the launch next month of the product in the Japanese market which is worth over £1 billion.
- **ANTOFAGASTA:** OLD-ONES, the group's subsidiary, Andes Trust, has agreed to acquire from Thomson-CSF its 25 per cent holding in Transradio Chilea for an undisclosed amount representing an undisclosed amount representing 3.717 (£5.16), operating profit 196 (£110), and pretax profit 38 (£30 loss). Earnings per share were 0.09p (0.21p).
- **ARI:** The company, in partnership with Sons of Gawlia, has entered into a joint venture with Southern Gold Mining Development, a Malaysian corporation, to bring the Sabaruan gold mine into production in Sarawak.
- **BBA:** The company's offer for Synterials has become unconditional in all respects following BBA's extraordinary general meeting. Acceptances have been received in respect of 94.76 per cent of Synterials shares. BBA intends to acquire compulsorily the outstanding Synterials shares.
- **EQUITY FINANCE TRUST HOLDINGS:** A final dividend of 3.71p (£1.31) (same) was declared for the year to March 31, payable on August 27. With figures in 2000, group income was £1.16 (£1.690), operating profit 524 (£705), pretax profit 409 (£424) and earnings per ordinary (restricted voting) share 2.22p (£1.89p).
- **EWART NEW NORTHERN:** The company has declared a final dividend of 4p making 6p (4p) for the year to April 30. Pretax profit was up to £103,551 (£50,263) with tax at £19,855 (£9,645) and a resulting ordinary credit of (£70,000). Earnings per share rose to 10.66p (£3.17p).

TEMPUS

US bond markets hit by bout of inflation jitters

Yet another bad trading session looked imminent for United States bonds yesterday as prices traded some ½ point down at the opening. Despite the scale of the recent sell-off - bond yields are now about a third off their recent peak - the market still has more than its fair share of worries to digest. Not surprisingly, bonds have fallen through the short-term resistance points on the charts.

Among immediate preoccupations the key is the US Treasury refinancing package, to be revealed tomorrow. The quarterly refunding operation is expected to total \$22 billion (£15.4 billion) of three-year, ten-year, and 30-year securities. Last August's refunding was worth just under \$17 billion, and the scale of the increase in the package is bound to focus attention on Congress's failure to agree major budget deficit-cutting actions.

The mere fact that the foreigner is less likely to be a willing buyer of the new bonds on offer at the forthcoming auction seems bound to push short-term bond yields higher. Domestic lenders, with no foreign exchange yield pick-up for protection, are likely to insist on finer lending terms.

More troubles loom for bond holders further out in the maturity range. Compounded annual growth rates in the US monetary aggregates look quite impressive. Adjusted monetary base has seen an acceleration from 8.1 per cent to around 13.5 per cent. The comparable expansion rate for SMI has moved ahead from a low point in March of 12 per cent annualized to close on 19 per cent. The growth rate in total checkable deposits was over 20 per cent in mid-July.

These figures give an impression of just how accommodating the Federal Reserve Board has been recently. By the fourth quarter of 1985, some traders claim that the annualized growth rate in US real GNP could be up to around 6 per cent. However, US corporations show little sign of responding to the stimulus provided by the Fed, at least in their demand for bank credit. Business loans have been fairly static at around \$253 billion, and the compound annual growth rates are declining.

Against this background, the last resort for the Fed chair-

man, Paul Volcker, must be a tighter monetary policy. Yet if the strength of final demand is anything to go by - and June merchandise figures, as a proxy, are expected to show a deficit of \$12½ billion - then the Federal Reserve Board may be obliged to push rates higher, if only to support the dollar. A steeper yield towards the year-end looks to be one result of the current policy confusion.

Norton Opax

Norton Opax has been told it cannot sell lottery tickets to the United States. They fall under the category of prohibited imports. The chief executive, Mr Richard Hanwell thinks it is because the Leeds-based company is more efficient and would under-cut American printers.

But with 35 other countries happy to give the company their business he is not too worried. Lottery tickets, with printing of cheques, computer stationery, and bar codes, provide the powerhouse for the group's progress.

Pretax profits for the year just ended rose from £1.3 million to £2.2 million. The new acquisition Sir Joseph Causton - which provides a snug fit in the printing and publishing areas - contributed eight weeks trading - but the real benefit, after minor surgery, should be felt in the present year when brokers' estimates of a total of £4.2 million are unlikely to be disappointed.

The new-look Norton Opax should see the security printing side - which takes in the lottery business - accounting for about 30 per cent of turnover.

Specialist printing is likely to account for 37 per cent of turnover with rationalization likely to further improve profit margins. This will leave publishing, chipping in about 13 per cent of turnover, distribution and retail 15 per cent, and packaging 5 per cent.

Norton Opax intends to steer clear of areas such as free sheet publishing, bank note printing, and markets which look over-populated with competition.

Nevertheless, the competition even in basic businesses is still thick on the ground, such as Bemrose Corporation, Mr Robert Maxwell, and its

one-time bid, target John Waddington. But the shares, sheltering at 105p from a year's high of 130p, seem to have absorbed downside risk.

F H Tompkins

Mr Greg Hutchins has shown a talent for finding cheap companies to buy since he became chief executive at F H Tompkins. His tramping at Hanson Trust has undoubtedly helped him.

Yesterday's revised deal with Guest, Keen & Nettlefolds is a good example of his bargaining skills. Tompkins is paying six times earnings for eight GKN companies which together have a presentable record and even make 10 per cent on sales, only a point less than Tompkins already achieves.

That multiple is based on a £14 million purchase price, payable in cash and shares, though £2.55 million is not due until 1987. Profits last year were £2.23 million.

With Tompkins's shares trading at 196p or 20 times earnings the acquisition presents no risk of dilution. It also offers interesting expansion opportunities as the eight GKN companies take Tompkins into new areas such as safety shoe manufacturing. They also take the company into the US for the first time.

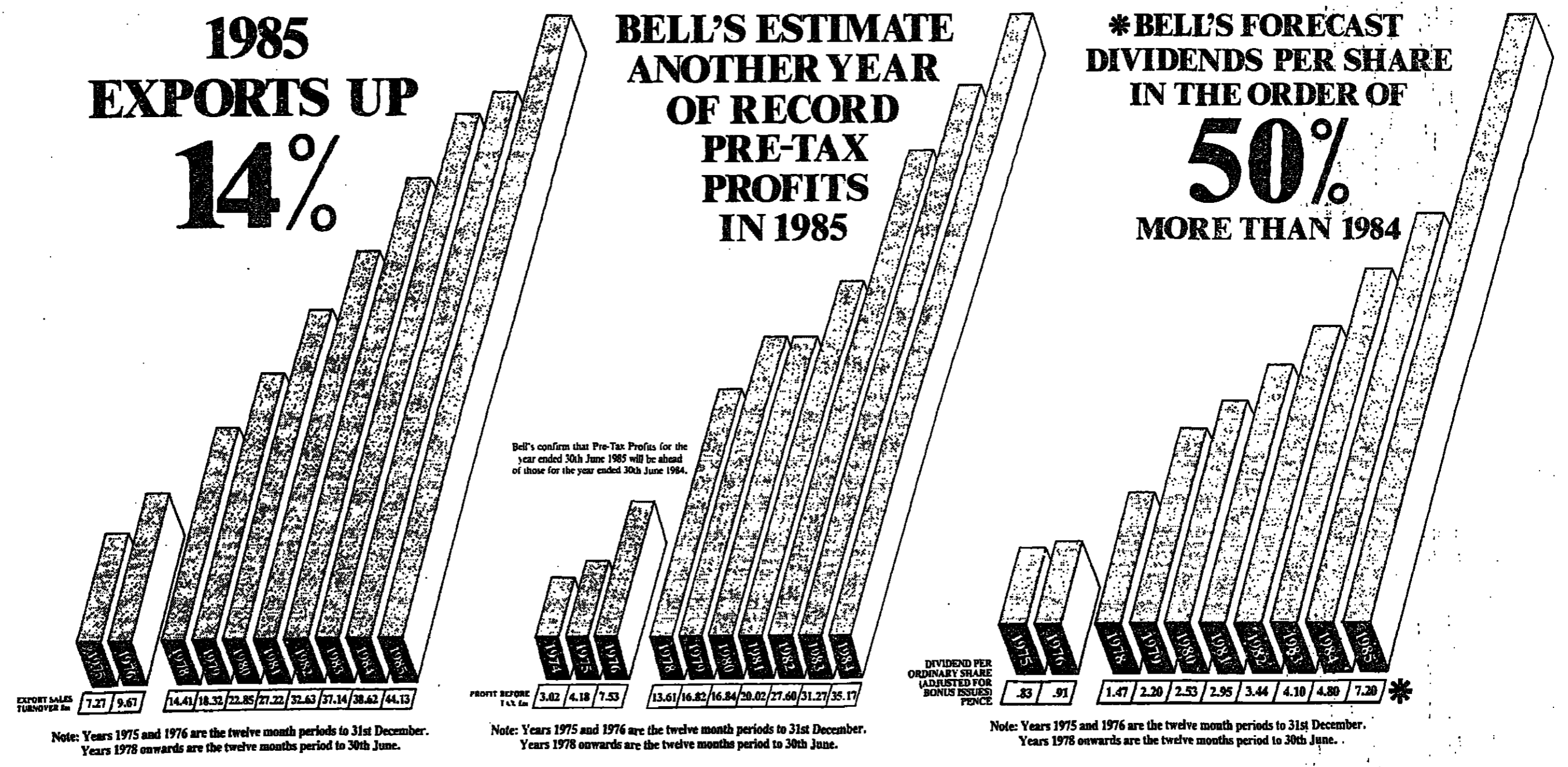
The GKN deal is still not as attractive as Mr Hutchins's first. Little more than a year ago Tompkins paid £2.2 million for Ferraris, a motor component distributor. This company probably contributed £900,000 or so before interest to the latest results, implying a multiple of only four.

In-between Tompkins spent £4 million on Hayters though that seems to have been less of a bargain.

Mr Hutchins does not only rely on acquisitions as yesterday's figures demonstrate. Profits rose from £2.37 million to £3.52 million before tax thanks to advances by the original fastener distribution businesses as well as the contribution from Ferraris.

The GKN deal adds more than 1,000 to Tompkins's workforce of 800, and nearly doubles the turnover. To justify its current rating and acquisition power, Tompkins will have to prove these changes do not strain the management systems.

BELL'S CONTINUE TO MAKE SUBSTANTIAL PROGRESS



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Williams & Glyn's Bank announces that with effect from 30th July 1985 its Base Rate for advances is reduced from 12% to 11½% per annum.



Williams & Glyn's Bank plc

A member of The Royal Bank of Scotland Group plc



Coutts & Co

Coutts & Co. announce that their Base Rate is reduced from 12.00% to 11.50% per annum with effect from the 30th July, 1985 until further notice.

All facilities (including regulated consumer credit agreements) with a rate linked to Coutts' Base Rate will be varied accordingly.

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NatWest announces that with effect from Tuesday, 30th July, 1985, its Base Rate is decreased from 12.00% to 11.50% per annum.

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FINANCIAL SERVICES

Underwriting on the wall at Lloyd's

By Alison Eadie

Tomorrow is the extended solvency deadline for problem syndicates at Lloyd's insurance market, the date by which all names who wish to continue as members of Lloyd's must show they have the means to meet their underwriting obligations. In the case of the problem syndicates - the former PCW syndicates and syndicate 895 - those obligations mean thumping great losses.

By the middle of last week most names had shown the necessary means, but that was before PCW names received a letter from Sir Ian Morrow, chairman of the new agency set up by Lloyd's to run off the loss-making syndicates, explaining that the accounting base would probably be changed.

The change will mean 1984's discounted losses of £62 million, which names must show they can meet in this year's solvency test, will rise to the non-discounted figure of £130 million or possibly much more next. Many names, even if they wanted to continue as members of Lloyd's, would be hard pushed to show they had the assets to meet losses of such staggering proportions.

What is more, there are many within Lloyd's who do not see why they should show they are good for such losses. The PCW affair has split the market on how the unfortunate names, who have been victims of fraud as well as appalling underwriting, should be treated. It has also raised fundamental questions about the structure of Lloyd's, particularly about the long-term viability of unlimited liability and the adequacy of the central fund, a policy holders' protection fund.

The market rescue school of thought believes in some form



Asbestos danger: special equipment used by the GLC to clear contaminated sites. Asbestos is responsible for a mass of insurance claims adding to the strain on Lloyd's

of bail-out for the names. This could either involve non-PCW names shouldering some of the losses, as they did in the Sasse affair of the late 1970s, or could mean the big brokers involved, and possibly Lloyd's itself, guaranteeing a letter of credit to cover the losses, with PCW names paying bona fide claims as they fall due. Claims are running at £7 million to £8 million a year and there is enough cash in the syndicates' kitty to meet them for the next three years.

A market rescue compromise the principles of unlimited liability and individual trading, but the harshness of Lloyd's system, which requires names to face financial ruin for estimated future losses,

which may or may not materialize, raises questions as to how defensible those principles are.

The PCW affair is not a straightforward case, because of the past misappropriation of nearly £40 million of names' money. There would be considerably less call, if any, for a market rescue if the PCW losses were simply the result of poor underwriting judgment. However, the PCW affair has concentrated minds on the fundamental structure of the market and caused several committed Lloyd's supporters to be uneasy about the future.

The continued PCW fall-out coincides with the ending of the consultative period on a Lloyd's green paper on membership requirements. Lloyd's is now

pulling over the 33 replies it has had, some of which are far more radical than the document upon which they were commenting. The working party chaired by Mr Pat Bird, which drew up the consultative document, did not challenge the basic tenets of Lloyd's. It just suggested adjustments to the means test, deposit composition and membership application procedure.

However, some feel a thorough reassessment is needed. One of the reasons for the unease is the threat of long tail business - insurance business where there is a very long lag between the policy being written and the claim coming in. Asbestos claims are typical examples and are plaguing the Lloyd's market at the moment.

It is American long tail business which has hit the PCW syndicates with a vengeance and, in view of the awards being made in American courts for industrial injury, medical and other professional malpractice and environmental damage, the situation can only worsen. Mr Peter Miller, chairman of Lloyd's, said in a recent speech to insurance brokers in America: "We insurers have little faith that we shall receive justice at the hands of the American legal system."

Many insurers feel this type of business, once considered to be highly profitable, is now virtually unwritable. But Lloyd's syndicates have written a good chunk of it and claims will continue to come in for the next 15 to 20 years at least, putting enormous strain on the unlimited liability of Lloyd's members. There is a fear that Lloyd's syndicates are grossly under-reserved for these wildly escalating claims.

Long tail business also makes a nonsense of Lloyd's three-year accounting rule and creates a situation of gross overwriting, some market men believe. Each name at Lloyd's is limited in the

amount of insurance he can write by how much wealth he shows. If he shows the minimum £100,000 he can write £200,000 worth of business. At the end of three years a syndicate's accounts are closed by reinsurance. The reinsurance-to-close premium is then paid back into the syndicate, unless another syndicate takes it over. The reinsurance-to-close premium is not assessed as part of a name's premium capacity - the amount of business he can write - because the business it represents is considered to have been fully reserved. All well and good if the reserves are adequate, but with reinsurance to close after three years, when long tail business is often longer than life business, the reserves could be found to be hopelessly

business this year. Some form of investor protection fund to cover names is being mooted. Lloyd's has tended to use its unique basis of unlimited liability as a selling point to win policy-holders. While it is undoubtedly attractive to policy-holders, it holds increasingly fewer attractions for names, the investors who underpin the whole insurance market. Lloyd's needs its names, particularly with insurance capacity coming back to London and at better rates, and there is a feeling that their interests should be placed a little higher up the pecking order.

Because most names are privileged and wealthy, and because membership of Lloyd's confers additional tax perks and financial benefits, there has perhaps not been great sympathy for them when they occasionally lose money.

The sight of Mr Bryan Gould, Labour spokesman for trade, championing the cause of PCW names in Parliament does seem slightly incongruous.

However, Lloyd's is an important part of Britain's balance of payments, contributing nearly £1 billion to invisible earnings in 1983. It is therefore crucial that it continue to attract both investors and policy holders. New names are being drawn increasingly from abroad, particularly America, where the tendency to reach for one's lawyer over anything poses the danger of Lloyd's managing agents being sued for incompetence rather than names paying up insurance losses. A form of limited liability would go some way to resolving these problems and also open the door to corporate membership of Lloyd's.

Suggestions of this nature are now being studied by Lloyd's, as it peruses the replies to the Bird consultative document. It will be interesting to see how many of them are taken on board.

The principle of unlimited liability is under strain from 'long tail' business

inadequate. New members of a syndicate would therefore have to pay up for the deficiencies of past years.

The uncertainties introduced into the insurance market by long tail business have caused some members to suggest that a form of limited liability should be introduced, particularly for this class of business.

The danger of names defaulting, either deliberately or because their means are exhausted, has also given rise to suggestions for a new protection fund. The existing central fund is primarily a policy-holders' protection fund, but it is also used to make good the deficiencies of defaulting names. It stands at £167 million, not a vast sum for a market which can write up to £6.7 billion of

APPOINTMENTS

Bestobell chairman

Bestobell: Mr David Ingman, former group director of ICI's petrochemicals and plastics division, is to succeed Mr A B (Sandy) Marshall when he retires as chairman in September. Mr Ingman joins the board with effect from Thursday.

Whitbread Trading: Mr Bernard King has been appointed managing director.

Leslie & Godwin (Energy Resources): Mr M W Beach and Mr N D P Wood have been made directors.

Taylor Woodrow: Mr R G (Bob) Smith has joined the board.

Britannia Building Society: Mr Peter Blond is appointed to the board with effect from Thursday.

Legal & General: Mr David Plastow has been made a non-executive director.

Hanson Transport: Mr Kieth Davie has become managing director.

Unipart Group: Mr John Connell has been made a non-executive director.

Devitt Group: Mr A M Richardson is to be a director of Devitt (North America); Mr T Primrose is to be a director of Devitt Aviation and Mr A L Gossage and Mr G R Leggett are to be assistant directors of Devitt (Energy).

Matthew Clark & Sons: Mr Robin Walters has been appointed managing director. He will remain as group marketing director. Mr Ivor Thomas has been appointed finance director.

N. M. Rothschild & Sons: Mr Georges Karlweis has been elected a non-executive director.

Credit & Commerce Life Assurance: Mr Derek Jones has been made sales director, Mr Ray Edwards assistant director and Mr Derek Jones sales director.

STC: Mr Jeremy Strachan has been appointed director, legal affairs.

Welsh Consumer Council: Mrs L. Rhiannon Bevan becomes chairman from September 1. She also becomes a member of the National Consumer Council.

Mr Ian James Fraser CBE, MC, Joint Chairman of Lazard Brothers & Co., Limited, wishes to make it clear that he is not the Mr Ian Fraser who was formerly a Director of Johnson Matthey Bankers Limited.

Base Lending Rates

ABN Bank	11½%
Adam & Company	12%
Barclays	12%
BCCI	12%
Chilbank Savings	11½%
Consolidated Crds	12½%
Continental Trust	12%
Co-operative Bank	12%
C. Hoare & Co	12%
Lloyds Bank	11½%
Midland Bank	11½%
Nat Westminster	11½%
TSB	11½%
Williams & Glyn's	11½%
Chilbank NA	11½%

† Mortgage Base Rate.

There are nearly 6,000 places where you can share in the Britoil offer.

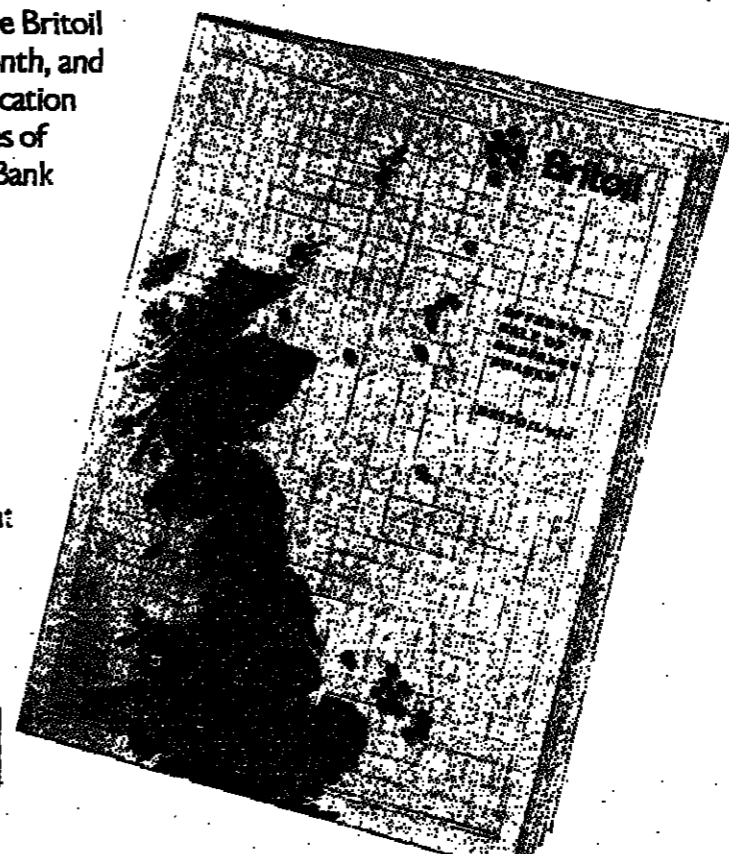
Subject to market conditions, the Britoil offer is planned for the end of this month, and the Offer for Sale document and application form will be available from all branches of National Westminster Bank, Barclays Bank and the Bank of Scotland.

They will also be published in national newspapers.

There will then be just 7 days in which to complete and return an application form before the Offer closes.

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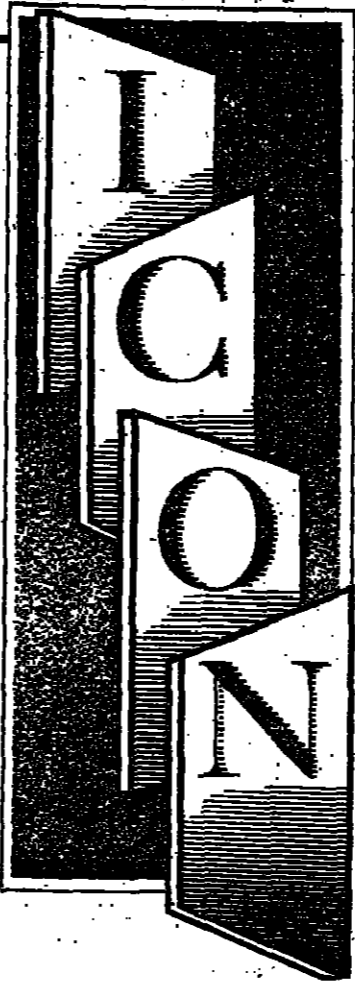
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DEC VAX ANALYST/PROGRAMMERS. C LONDON, £16K + Benefits. Company: One of the world's largest systems consultancies showing consistent growth and offering stability and career opportunities in line with ability.

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Handwritten signature: Jill Christie

COMPUTER HORIZONS/2

If you must automate, remember your friends

By Charles Brett

Office automation is about the application of systems to offices. The objectives are simple: to create wealth by improving margins, competitiveness and productivity and by reducing overheads.

Such simple objectives are forgotten or ignored by many of the suppliers of office automation. To these suppliers office automation is a technology product to be sold as a product, with little consideration of impact or effect.

The approach is at variance with common sense and practice. Offices are staffed by people and without them, offices will not function. It is people who will generate the benefits and wealth for which office automation is intended. Alienating office staff, be they

chairman or messenger, professional or typist, is proven to be a cause of non-acceptance of new office systems.

Minimal attention is given to the fact that office employees who work with paper, by moving around and by use of the telephone - will find their jobs changing with office automation.

Nevertheless the suppliers of office automation perpetuate an approach based on the belief that such automation is just a product to be bought and sold off the shelf. For example, for one company which was sold such a system, the vendor did not even mention that there might be any organizational impacts. As would be expected, this increased both overall cost and the difficulty of implementation.

The essence of office automation is that it must reflect people. Office automation is not merely a product; it is also a catalyst for change.

Offices which are not oriented directly to achieving goals gradually become a self-perpetuating overhead. But an overhead without a review. This lamentable state of affairs has become commonplace, even an attitude of mind. Justifying a new desk, a personal computer or re-decoration is too often infinitely easier to authorize. A rare opening exists. But remember, just as an inefficient accounting system, when computerized lends to a computerized inefficient accounting system - so the same can occur in the office.

The author is a senior consultant for PA International.

Lessons universities can learn

JOB SCENE

By Edward Fennell

Running computer facilities in universities and polytechnics is a major activity. Not only do the computer centres provide the routine services needed by any big organization, help to support research projects. For they the data-processing experts who like a bit of academic spice in their work the facilities could provide a useful niche for developing one's career.

But mark the word "expert". In common with many other employers, universities like to buy their staff "ready-made" and not provide any training for new entrants to the profession. The chief administrator of Manchester university's regional computer centres (UMRCC), said: "We don't want to provide training - and we won't provide training."

It is not always easy to poach experienced staff

UMRCC is a substantial computer facility. It provides services to 35 higher-education institutions throughout the country as well as working for a number of research councils.

It has more than 150 staff and an impressive array of hardware, hardly any of it, incidentally, British. But the suggestion that it might do some training itself is not attractive. "Oh, what we like to do is to poach experienced staff from other employers," said Mr Griffiths.

UMRCC is however finding, to its cost, that poaching is not always easy. A recent

advertisement for nine programmes attracted lots of applicants but few of the right calibre. Mr Griffiths added: "We're looking for graduates who are not only qualified in computing work but have got several years' experience with control data or Amdahl equipment.

"Unfortunately we don't seem to get many of these applying."

When you look at the salary levels offered by universities, it is not surprising. The starting range is between £6,000 and £7,000 and the maximum for most jobs is around £12,000. "I reckon that we would need to offer another £1,500 to £2,000 to be in the running," conceded Mr Griffiths.

Turnover among staff tends to be high as those who work in the university computer centres for a couple of years decide to quit for something better in the commerce or industry worlds. Yet higher education can often offer broader work than is available elsewhere. "We're doing a lot of advanced work in developing communications networks," said Mr Griffiths, "and that is going to be an exciting field over the next five to 10 years."

At Kingston Polytechnic, the computer unit is collaborating with Digital Equipment which is funding state-of-the-art work in several fields.

How this revolution really checks out

LETTERS

From E.H. White, Little Billing, Northampton:

Your technology correspondent, Bill Johnstone, in his article, 'The Great Check-out Revolution' (July 16), says that the use of computerized terminals at retail check-outs will depend on the public and the trade embracing EPOS. The trade certainly intends to, judging by the number of items now on sale with bar codes already in place. But is the public likely to consult? Of course not; it never is.

With EPOS, it seems to me that a customer, if he or she wishes to check correct entry in the register, will find it necessary to list all purchases and prices. How else can it be known if the computer has been programmed with the same prices as those shown on the fixture?

All the advantages of EPOS will lie with the store. There will be nothing in it for the customer. No doubt we shall have the usual assurances that the saving in overheads will be reflected in lower prices to the public, but I suspect that the object is to increase margins, albeit slightly.

From Peter Wood, Dunstable, Bedfordshire:

Martin Banks in his excellent article, 'Who Gets The Raw Deal In The High Street?' (June 29), points to the large market for sales, servicing and support among small businesses and the self-employed. As a self-employed micro-user, my experience of both a majority of dealers and some of the large companies has been deep-seated incompetence, a lack of dynamism and the need for drastic reviews of personnel at the customer end of the business.

A local dealer lost interest immediately after making a sale and when a minor fault developed on the PC's printer, the organization was not only unable to assist for two days, but failed to contact me to explain their problems.

On the subsequent search for a reliable manufacturer I visited the large regional offices of IBM to be told by reception that they didn't know whether they had any literature on PCs or not. "If there is, it's on the other side of the room", said the girl wearily.

My experience also supports Mr Banks' almost laughably obvious contention that helping customers can lead to further business. If this sort of obvious truth needs to be preached in *The Times*, we have almost touched bottom.

COMPUTER APPOINTMENTS

STERN RECRUITMENT ASSOCIATES Executive Search and Selection Computer Services Manager The Institution of Civil Engineers The Institution of Civil Engineers wish to appoint a Computer Services Manager within their Financial Department to take responsibility for the operation and development of their PRIME 550 computer and advise on other installations.

Squad car terminals

By Alan Lewis

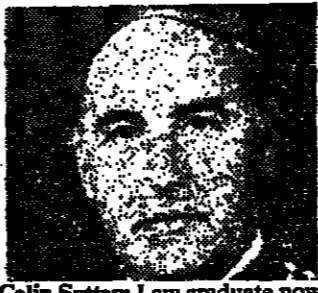
The Metropolitan Police plan to introduce data terminals in squad cars within the next five years. They have already implemented improved methods of dealing with emergency calls via their computer system on the second floor at New Scotland Yard and future enhancements will allow them to match finger prints instantly.

This is all essential to the Met's determination to prove to the public that the police are able to deal rapidly with reports of minor crimes - many of which are reported through the Neighborhood Watch system.

This was stressed to a Sperry communications conference by Assistant Commissioner Colin Sutton, who heads the Yard's new management support department. He said: "If the public see that the police can cope with minor crimes when they report them, the scheme will succeed."

That Mr Sutton, a best constable who became a law graduate and Assistant Chief Constable for Leicestershire, added: "But if the public see that the police are incapable of dealing with minor crimes, they may take the view that it is not worth reporting the more serious crimes."

The computer section officially opened in October 1984 and is being developed continuously. The system includes an operations room, casualty bureau, Interpol radio room and a link with the City of London police.



Colin Sutton: Law graduate now Assistant Chief Constable

The operations room functions when there is a major incident, such as a plane crash or a terrorist bombing and the casualty bureau provides emergency information for the public.

Though the Metropolitan Police believe the system is secure from terrorist attack, they cannot afford a back-up system. If the system did go down it would be back to pencil and paper.

It is possible that some of the running costs could be clawed back by charging for print-outs detailing results of robberies or road accidents required by members of the public. Scientists at the communications conference in the South of France also considered ways of mitigating the loss of an aircraft's black box after an explosion. A scheme being examined would involve a continuous message being relayed from the black box to a ground computer system which would store the data.

Not so user-loved

By Sid Smith

The most frequent question at databases, with only two types of service appealing.

The first group provides a premium rate, appealing, typically, to business users whose success depends on information. The most widely admired of these services is Dow Jones News Retrieval, which repackages *The Wall Street Journal* for electronic consumption.

The second group aims at the domestic market, charges a modest fee and caters for computer buffs desperate for the latest industry news. But companies of this second type have realized increasingly the profitability of so-called inter-active services, with subscribers exchanging electronic mail or, in an imitation of citizen's band radio, conversing through the keyboard with one or 30 similar users anywhere in the world.

At any time during these electronic gossip, subscribers can send instant messages to a fellow user or - by mutual agreement - can slope off for private one-to-one chats.

Human nature being what it is, these CB emulators have developed special interest groups of the weirdest kinds. And the arrival of databases such as Sextex seems to have taken on-line interaction to its illogical conclusion, using the same technology to link its users in breathless, typed conversations with "live electronic lovers across the nation".

European and US experiences have again been identical in the editorial content of

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July 1985

Football Birmingham are let off with slapped wrists by the FA

By Stuart Jones, Football correspondent

The Football Association, as they had not been there. God knows what would have happened...

Fee favours Norwich

Brighton have signed Dean Saunders, Swansea City's 21-year-old utility player, on a free transfer...



Redmond: a sleeping giant who dares not dream

Selectors left with a Redmond headache

By Pat Butcher

Derek Redmond should get a headache more often. The 400 metres runner from Shalfleet...

Germans put speed in court to suit Becker

Boas (Reuter). West German tennis officials have overruled the court at Hamburg's Rothenbaum club to be speeded up to give the Wimbledon champion, Boris Becker...

The West Germans had originally expected John McEnroe to be in the United States team for the world group quarter-final matches and had asked the groundsman to prepare as slow a court as possible...

Mrs Lloyd tops list

By Rex Bellamy, Tennis Correspondent

There is no official ranking of those "big occasion" players who excel in the grand slam championships...

WORLD GAMES Attendance needs a powerlift

By Robert Pryce

The World Games are heading for a shortfall of £100,000 according to the Games' director...

Lendl takes US title away from Gomez

Indianapolis (Reuter) - Ivan Lendl beat the defending champion Andrej Panatta to win the United States Open Clay Court Championships...

BOXYING: Mike McCullum, of Jamaica, made a successful defence of his World Boxing Association (WBA) light middleweight title in Miami...

SPEEDWAY: Erik Gudergsen, of Denmark, the world champion, may be unable to defend his title this year after damaging his spine at the weekend...

FOOTBALL: Derby County yesterday announced a heavy admission charge to meet the cost of safety work at the Baseball Ground...

Wigan pay record fee for Goodway

Wigan paid out a club record sum yesterday to sign Andy Goodway, the Great Britain forward, and Derby County from Oldham...

Drinkell: valued at £105,000

FOR THE RECORD

Table containing sports records for Badminton, Football, Croquet, Tennis, Speedway, Volleyball, Shooting, and Motocross.

Tactical thinking behind Ovetto trip to Moscow

By Pat Butcher

Steve Ovetto continues his comeback after last year's Olympic collapse with a 1,500 metres race in the Finnish town of Lappentanna...

Houghton retires

Kevin Houghton, the former Lincoln City defender who was given a free transfer at the end of last season, has had to retire owing to a knee injury.

Table titled 'TODAY'S FIXTURES' listing various sports matches including Cricket, Football, Golf, Boxing, and Tennis.

POWERBOATING Spalding toppled

Bob Spalding of Ipswich was overtaken at top of the world formula one table when he finished fifth in the Minneapolis Grand Prix yesterday...

Volleyball EVA must buy success

By Paul Harrison

To all intents and purposes, the Hitachi Cup women's tournament at Hemei Hempstead at the weekend was a great success...

Britain's inspiring team manager seeks European gold

Showing the jumpers the way

Ronnie Massarella became chef d'equipe of the British showjumping team almost by accident...

Massarella: talent learned in his job, in his own words...

learned in his job, in his own words, was that "you don't win Nations Cups by thinking of individuals, you have to think collectively..."

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Advertisement for a company, featuring a truck and text: 'We'll get you where you want to go...'

RACING

Home Blade should have edge in Stewards' Cup

By Mandarin (Michael Phillips) Following yesterday's rain the straight course, in particular, will ride soft at Goodwood today...

In going for Home Blade to win the William Hill Stewards' Cup I believe that his jockey, Alain Lequeux, will be able to tack across from his No 14 draw and race on the outside of the group drawn low, free from interference.

Confidence in Home Blade's ability to win this cavalry charge increased recently after a particularly encouraging gallop at Newmarket with the easy Free Handicap winner, Over the Ocean.

Today he will be wearing blinkers for the first time in public to counter that. Having already won over seven furlongs on soft ground this season Home Blade will not be ill at ease on the going. He will also be running on when others have cried enough.

Of those who have been drawn very low Si Signor, Time Machine, Bold Fort and Numismatist catch the eye. Si Signor, the top weight now that Don Martino has been withdrawn, is trained by Paul Cole who won the race eight years ago with California.

Yesterday Cole said that while he was delighted about his colt's draw the soft ground which he relishes, he was still perturbed that the weights had gone up 7lb overnight. Even so with Martin Lynch, who has ridden Si Signor to win his last three races claiming 7lb, Cole expects his representatives to be thereabouts at the finish.

So should the Wokingham Stakes winner, Time Machine, who was by all accounts unlikely to lose his next race in Ireland. Time Machine is attempting to emulate Calibano and Petong, the only two in living memory to win the Stewards' Cup and Wokingham in the same season.

Numismatist was third in the race 12 months ago. But for a high draw good cases could have been made out for Our Dynasty and Lakh, both proven maulers, Orojyo, who will be



The Queen's Soprano, who renews rivalry with Ever Genial in Goodwood's Oak Tree Stakes

meeting Si Signor on 6th better terms for a length beating at York. Ameghino, the remarkable Chaplin's Club who has now won eight times this season, Our Jock, Al Trui, somewhat unlucky in his last race, and Macheserstrayin.

As far as the day's best bet is concerned, I am looking to Skaramanga (nap) to maintain his unbeaten record by winning the Gordon Stakes. Henry Cecil's colt is an old favourite of this column. Having won on all types of going from 11 to 14 furlongs, on courses as diverse as Newmarket and Lingfield, usually when making most of the running, Skaramanga should be in his element this afternoon. With Dick Hern's stability again, bubbling youthfulness and his main brother Khoadz as his half-brother, even though he just scrambled home in a maiden at Newmarket recently, before that he ran really well to finish third in the Wood Ditton Stakes which was an unusually hot race this year.

For Cecil, and his jockey Steve Cauthen, Skaramanga could turn out to be the third leg of a treble as they continue their triumphant march. Earlier, the unbeaten Tuscac and Ever

Genial are taken to win the Molecomb Stakes and the Oak Tree Stakes, for respectively. Whatever else happens in the Paul Masson Handicap Lucky Rank certainly ought to beat Fintry Hills. During the July meeting at Newmarket they finished second and third in a similar sort of handicap behind the Jersey Stakes winner Pennine Walk, only now Lucky Rank is 5lb better off, having been dropped by the handicapper for an indifferent run in the Britannia Stakes at Royal Ascot.

In spite of that I still prefer Glidderdale, whose winning sequence was eventually brought to a halt, unluckily in my opinion, at Salisbury, by Postorage who has won twice since then.

No matter what happens in the Stewards' Cup, Olivier Douche should hit the bull's-eye at Weymouth with Evening Blush in the Royal Handicap Stakes.

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GOODWOOD (BBC) [Television: (BBC 1): 2.30, 3.0, 3.40 (BBC 2): 4.10] Going: good to soft. Draw advantage: 5f-6f, low numbers best

2.30 MOLECOMB STAKES (Group III: 2-y-o: £16,000: 5f) (3 runners) 1.20 25971 BURLING LAD (9) (H. Agha Khan) M. Stoute 8-5 W R Swinburn 7 1.44 122 SERRIV (8) (P. Hill) P. W. Bredford 8-5 W R Swinburn 7

3.40 SI SIGNOR (nap). 4.10 SKARAMANGA. 4.40 Luck Ring. 3.0 OAK TREE STAKES (3-y-o fillies: £11,277: 7f) (6)

3.40 WILLIAM HILL STEWARDS' CUP (Handicap: £7,733: 6f) (30)

4.10 GORDON STAKES (Group III: 3-y-o: £19,314: 1m 4f) (6)

4.40 PAUL MASSON HANDICAP (3-y-o: £4,924: 1m) (11)

5.10 EBF NEW MAIDEN FILLIES STAKES (2-y-o: £5,142: 7f) (10)

5.50 BATH RESULTS

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5.00 John Craxie's Newsround...
11.35 Weather.

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6.15 Good Morning Britain, presented by Nick Owen and Jayne Irving...
11.30 The Pink Panther Show...
1.00 News After Noon with Richard Whitmore and Frances Coverdale...
5.00 John Craxie's Newsround...
11.35 Weather.

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1.00 News After Noon with Richard Whitmore and Frances Coverdale...
5.00 John Craxie's Newsround...
11.35 Weather.

BBC 2

6.30 Open University: Geology: Glaciers...
12.30 International Marketing...
3.55 Glorious Goodwood...
7.00 No Limits...
11.35 Weather.

CHANNEL 4

2.30 The Natural History of the Water Closet...
3.00 Film: The Six-Sided Triangle...
5.00 Bewitched...
7.00 Channel Four News...
11.35 Weather.

Radio 4

On long wave... 101 VHF...
5.55 Shipping Forecast...
6.30 Today, including 6.30, 7.30, 8.30 News Summary...
11.35 Weather.

Radio 3

6.55 Weather, 7.00 News...
7.05 Morning Concert...
11.35 Weather.

Radio 2

4.00am Martin Kellner...
11.00 Rudolf Serkin...
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11.35 Weather.

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